

Technology financing built for business with Dell Financial Services

Solution based financing for your technology needs.**

These offers end 5/1/2020 so call your Dell Account Manager today!

| Lease Offer** | 3.99% Finance Lease | Low-Cost FMV | 0% Finance Lease | 3.99% Finance Lease with 90-Day Deferral | Short-Term Client |
|-----------------------------|--|--|--|--|--|
| Term | 36 Mo | 36 Mo | 24 Mo | 39 Mo (3@ \$0 followed by 36) | 6, 9, 12 Mo (90-day deferral available on 9 and 12 month terms) |
| Technology solutions | <ul style="list-style-type: none"> ·OptiPlex, Latitudes, Precisions ·Dell Storage (Compellent, EqualLogic, and Powervault) ·Dell Servers (all PowerEdge) ·Dell Networking (switches) | <ul style="list-style-type: none"> ·OptiPlex, Latitudes, Precisions with Data Security or 3+yr ProSupport ·Dell Servers (all PowerEdge) ·Dell Storage (Compellent, EqualLogic, and Powervault) ·Dell Networking (switches) | <ul style="list-style-type: none"> ·Dell Servers (all PowerEdge) ·Dell Storage (Compellent and Powervault) | <ul style="list-style-type: none"> ·Dell Servers (all PowerEdge) ·Dell Storage (Compellent and Powervault) | <ul style="list-style-type: none"> ·Latitudes and Mobile Workstations |
| Minimum purchase | \$1,500 | \$1,500 | \$5,000 | \$5,000 | \$25,000 |
| Maximum purchase | \$250,000 | \$250,000 | \$500,000 | \$500,000 | \$500,000 |
| Eligible customers | US business end users | US business end users | US business end users | US business end users | US business end users |



Powerful technology. Powerful financing.**

**See back to learn more about DFS and what's right for your business



WHY DFS?*

Technology leasing from Dell Financial Services is Powered for Business – YOUR business!

Dell Financial Services™ (DFS) has been the lender of choice for 15M customers globally financing \$6B dollars annually; so you can count on us for:

- Technology leasing expertise – we intimately understand how financing works with your technology solution
- Customized financing choices – specialty structures, deferrals, non-Dell gear, credit availability
- Ease of use – since we are part of Dell, acquiring new IT solutions is one-stop shopping with DFS
- Business class servicing - access to servicing that has been designed to address the unique needs of a business customer

We recognize that financing is part of the solution and we're passionate about working with you to build a leasing plan that works as hard as you do.

WHY a Finance Lease?*

With a Finance Lease, your business can take advantage of a financing product that helps power your business for years to come.

If your business wants to take a long-term ownership position on a particular technology solution, a finance lease is a viable option that you should strongly consider.

A finance lease offers a number of important benefits that work to streamline your strategic planning and budget:

- Simple financing product structure · Fixed periodic payments
- Easy to budget repayment commitment
- Equipment ownership at end-of-lease
- Customizable repayment terms
- Ability to finance soft costs (software, licenses, etc.)

Leasing plays an important role for many businesses looking to build out their technology solutions. Acquiring these solutions with a finance lease may have a place in your strategy as well.

WHY a Fair Market Value Lease?*

Fair Market Value Leasing is designed to provide a cost effective solution to any technology need.

A dedicated technology rotation strategy is critical to maintaining a competitive edge. A Fair Market Value (FMV) lease can help you power up your capabilities as you build out your virtualization, cloud, data center or mobility refresh initiatives.

Unlocking this powerful tool allows us to build on our partnership with you as we help manage your equipment throughout it's entire lifecycle. Here's how:

- Reduce your Total Cost of Ownership (TCO)
- Lowest periodic payment possible
- With a Master Lease Agreement (MLA) your orders are rolled up into a single recurring statement
- Return or purchase the equipment at end-of-lease
- Convenient, confidential & environmentally safe equipment disposal
- Acquire new technology more quickly

Payment solutions provided and serviced by Dell Financial Services L.L.C. or its affiliate or designee ("DFS") for qualified customers. Offers may not be available or may vary in certain countries. Where available offers may be changed without notice and are subject to product availability, applicable law, credit approval, documentation provided by and acceptable to DFS and may be subject to minimum transaction size. Offers not available for personal, family or household use. Dell Technologies and the Dell Technologies logo are trademarks of Dell Inc. Restrictions and additional requirements may apply to transactions with governmental or public entities. **FINANCE LEASE: At the end of the initial Finance Lease term, lessee may 1) purchase the equipment for \$1 or 2) return the equipment to DFS. **FAIR MARKET VALUE ("FMV") LEASE:** At the end of the initial FMV Lease term, lessee may 1) purchase the equipment for the then FMV, 2) renew the lease or 3) return the equipment to DFS.

3.99% Finance Lease: Applicable for DFS 36-month Finance Lease. Finance Lease Rate percentage for this offer may include charges other than periodic rent payments (such as taxes, document fees, shipping). For qualifying OptiPlex, Latitudes and Precisions with 3+ years Dell ProSupport or Data Security, PowerEdge servers, Dell network switches and Dell branded storage (Compellent, EqualLogic and PowerVault). Requires a minimum transaction of \$1,500, maximum transaction of \$250,000.

Low Cost FMV Lease: Applicable for 36-month FMV Lease. Under this offer, the total of lessee's periodic rent payments (excluding taxes, fees, shipping or other charges) during the initial term of the lease will be less than the original acquisition cost of the products. For qualifying OptiPlex, Latitudes, Precisions, PowerEdge servers, Dell network switches and Dell branded storage (Compellent, EqualLogic and PowerVault). Requires a minimum transaction of \$1,500, maximum transaction of \$250,000.

0% Finance Lease: Applicable for DFS 24-month Finance Lease. Finance Lease Rate percentage for this offer does not include charges other than periodic rent payments (such as taxes, document fees, shipping, and other charges). For qualifying PowerEdge servers and Dell Storage (Compellent, EqualLogic and PowerVault) (excludes EMC). Requires a minimum transaction of \$5,000; maximum transaction of \$500,000.

3.99% Finance Lease 90-day Deferral: Applicable for DFS 39-month Finance Lease (3 @ \$0 followed by 36). Finance Lease Rate percentage for this offer may include charges other than periodic rent payments (such as taxes, document fees, shipping). For qualifying PowerEdge servers and Dell Storage (Compellent, EqualLogic and PowerVault) (excludes EMC). Requires a minimum transaction of \$5,000; maximum transaction of \$500,000.

Short-term FMV Lease: Applicable for 6, 9 or 12-month FMV Lease. Lessee's periodic rent payments exclude taxes, fees, shipping and other charges. For qualifying Dell Latitudes and Mobile Workstations. Optional 3-month payment deferral available on 9 and 12 month terms for qualified customers. Requires a minimum transaction of \$25,000, maximum transaction of \$500,000.

Offers, including those at Dell.com may vary. Combination with other discounts may limit availability. Offer valid through May 1, 2020 to qualified business end users in the U.S.