

Zones and Dell can help you acquire and finance IT solutions

With technology undergoing constant change, knowing that you have Zones as a single technology advisor can help you focus on growth. Zones expertise delivers the competitive advantages delivered by new technology, and the flexible financing solutions that accelerate technology adoption.

Discover the many advantages

Looking to conserve capital? Fighting technology obsolescence? Frustrated with the financing process? Zones finance experts streamline and simplify everything for you. We'll work with Dell Financial Services (DFS) on your behalf to negotiate a flexible agreement, and we'll handle the paperwork for you too.

- > Finance the total technology solution of **Dell and non-Dell hardware, software, and Zones services** including design, deployment and installation.
- > Pay for your equipment in **budgeted, monthly payments** while you retain your cash for investing in higher return opportunities.
- > Realize potential tax benefits. Certain finance structures may allow monthly payments to be treated as **deductible operating expenses**. Consult your tax advisor for additional details.

Explore your best options

With the help of Zones finance experts and Dell Financial Services (DFS) you'll find that stretching your IT dollars isn't difficult at all. We work with organizations everyday to customize their financing programs.

- > **Fair Market Value (FMV) Lease:** Manage assets with a disciplined FMV refresh plan. Reduce TCO and the risk of technology obsolescence with the lowest fixed payment and a regular rotation cycle.
- > **Finance Lease:** Spread acquisition costs over time with an ownership plan. Ideal for managing cash flow, the Finance Lease allows you to pay for technology in low, budgeted payments.

Whether your organization is a large enterprise or a sole proprietorship, there's a Dell financing program that can help you acquire new IT solutions.

Even if you already have financing, give Zones finance experts the opportunity to find you a lower rate than you currently have for your equipment purchases.

To gain more insight into Dell Financial Services and learn about current promotions, contact your Zones account executive or call 1.800.408.ZONES.



Make one stop to acquire your new IT solutions: Zones

Zones partners with Dell to provide innovative IT solutions and the expert services to get them in place.

- > Single source for Dell IT solutions and Dell Financial Services
- > Dell Premier Partner with a direct purchase relationship
- > Expert advice of a Dell team of technology experts
- > Certification in Dell Enterprise Storage and Server
- > Certified warranty provider

Zones can simplify your projects, from mobile deployments and the data center to IT services and financing.

Contact your Zones account executive when you're ready to start planning your next project.

About Dell Financial Services™

Dell Financial Services (DFS) is a technology financing company, providing full-service leasing and financing solutions to channel partners and end-users throughout the U.S., Canada and Europe.

Make Zones your technology partner. Visit zones.com or call 1.800.408.ZONES

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