

# Investment options that support IT transformations

The rate of technology change and the opportunities created necessitate a new approach to IT strategy, management and investment. Organizations need to break free from their traditional mode of operation and look for ways to increase the pace of innovation and deliver business value.

## Investing in a new style of IT

Cloud, mobility, security and big data require a different level of technology efficiency and scalability. And optimizing your data center infrastructure can bring the agility required to react faster to market demands. This new world of IT requires a new IT investment strategy that can help enhance business agility and control to scale technology with speed and confidence.

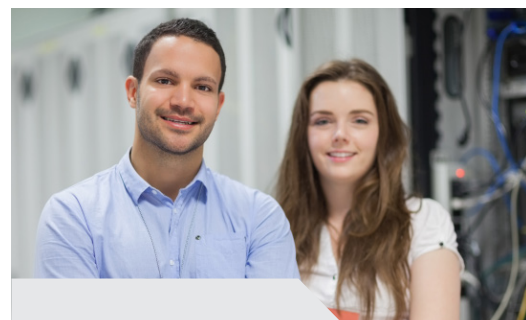
Having an investment strategy that gives you access to newer technology such as HP Moonshot, HP Converged Systems, or other recent HP innovations allow you to meet the requirements for the new style of IT.

## Why a predictable monthly payment?

- > Provides financial flexibility to scale up your business
- > May help to mitigate the financial risk of your IT transformation
- > Enables IT refresh cycles to keep up with the latest technology
- > May help improve your cash flow
- > Offers predictable monthly payments which can help you stay within budget
- > Manage payments in a way that fits your business cycle

## How does it work?

- > Engage your Zones account executive about leveraging a predictable payment to acquire HP solutions
- > Set your payment terms based on your business needs and usage
- > After a predefined term, you'll be able to refresh your technology



## Zones Advanced Solutions Group

With global expertise and a demonstrated ability to align finance and technology goals, Zones solutions and services help you:

- > Establish a predictable plan to retire and upgrade your technology infrastructure
- > Follow a comprehensive plan for end of life technology assets in an environmentally compliant way
- > Gain the flexibility to grow your IT strategy in line with business needs
- > Rely on consistent support throughout the IT lifecycle

The Zones commitment to service excellence means a customized IT strategy for your business, with the expertise to develop, drive and fine-tune your IT infrastructure as your organization evolves.

## THE ZONES DIFFERENCE IS YOUR ADVANTAGE

- > Collaborate with our trained and certified engineers
- > Apply our business insights to solve IT challenges with innovative solutions
- > Reduce the cost of IT through our technology lifecycle expertise
- > Choose one source for all professional services – planning, design, delivery and management
- > Leverage our relationships with leading partners – Apple, Adobe, HP, Cisco, IBM, Lenovo, Microsoft, Symantec, McAfee, VMware and more