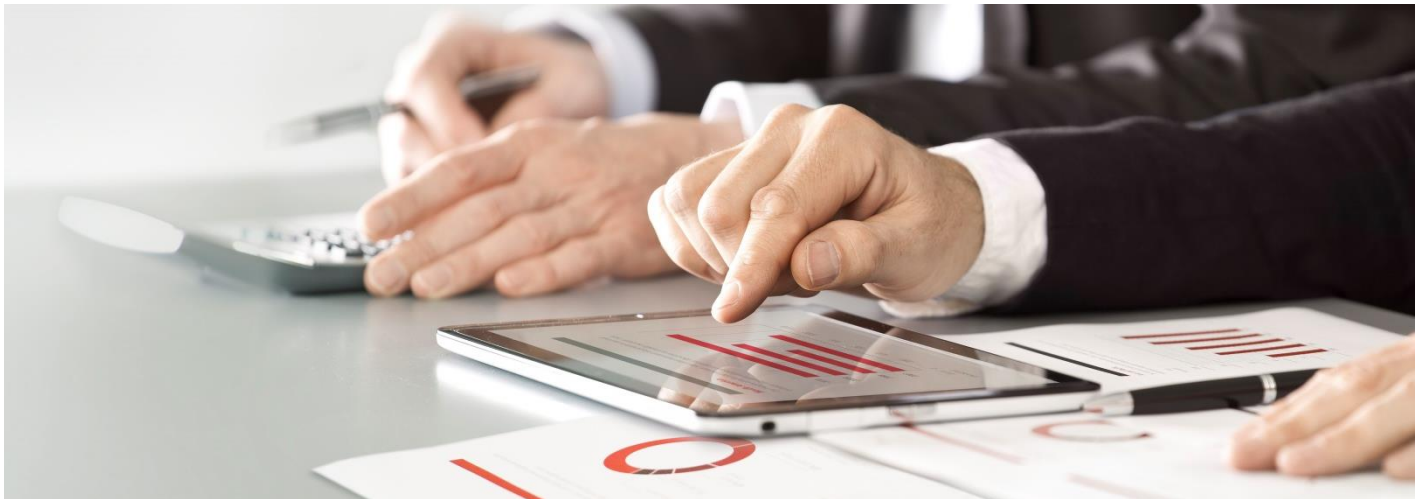


# Financing Innovation

## A Key Component of the IT Investment Decision

Fujitsu Financial Services (FFS) supports the objectives of CFOs and CIOs through a comprehensive and competitive portfolio of financial solutions that enable the achievement of desired business outcomes delivered by Fujitsu.



The Finance and Technology departments in any organisation are closely linked, but their individual needs must be considered against current business circumstances and future business goals.

For this reason, FFS has developed the traditional scope of asset financing to meet the dynamic and increasingly complex demands of Fujitsu's clients in support of their management and usage of IT.

### Financial

#### Increase predictability, reduce volatility

A dedicated funding line enables clear budget forecasting, helps reduce risk against interest rate increases, and provides solutions for unplanned demands for an increasingly scarce capital.

#### Incur costs as business benefits are realised

Aligning the investment in of a project to the delivery of the planned outcome is good economics; the Total Cost of Ownership of doing so should be no more and could be less.

#### IT as an operational expense rather than a capital investment

In these 'new normal' times of economic caution and constraint, the need for capital to produce higher yields means debt funding is likely to be a more cost-effective option, and transferring the risk of asset ownership can positively impact your balance sheet. Increasingly, clients are also looking to expand their financing options to include Software and Services.

### Engagement

A variety of funding choices are available, from a discrete agreement offering convenience and certainty, to a solution embedded within a Fujitsu Service Agreement. We would be happy to discuss your specific financing needs.

### Technological

#### Technological Refresh

Technology improvements have shortened product refresh cycles. Leasing provides organisations with the ability to keep pace with technology and refresh assets in a planned manner. The lessee can upgrade or add equipment to meet ever-changing needs.

#### Enhance control over infrastructure

Transferring responsibility for Asset Lifecycle Management to a single-source Service Provider and Financier provides benefits within technology optimisation, asset management, obsolescence reduction, refresh options, and compliant product disposal, amongst many others.

#### Useful life

Aligning the warranty, useful life and the leasing refresh cycle is a cost effective way to keep technology current and get the maximum financial benefit with the minimum financial exposure.

For further information

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Fujitsu Financial Services

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