



Get it now. Pay for it later. Our Deferral deals make it easy.

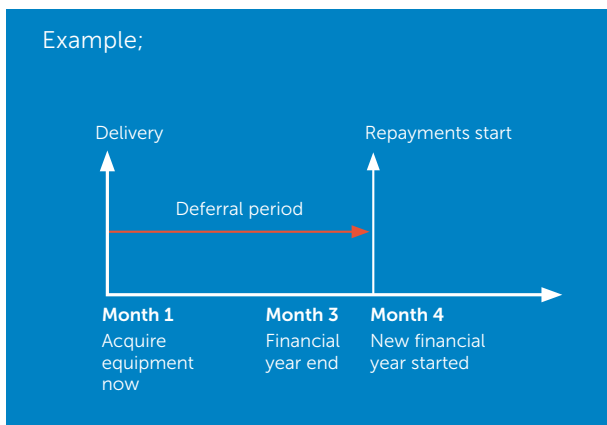
Qualified customers can take advantage of payment deferrals of up to 90 days through Dell Financial Services (DFS)

Our deferred payment option allows your customer to realise the benefits of their IT solution now, while starting their lease payments later.

Use a payment deferral to help ease the transition during a migration period and to bridge customer budget gaps, or even move the spend into their new financial year.

Naturally, your customer will get all the advantages of leasing through Dell Financial Services, including:

- Smaller, more manageable payments over the term of choice
- Avoid the barrier of upfront capital expenditure
- Through Operating Lease* – your customer can pay less than the cash price
- Fixed repayments during the term



Plus, there are a whole range of reasons why selling leasing with Dell Financial Services makes sense for you:

Promote best value...

DFS finance solutions allow your customer to finance their solution over the term in which it is being used – matching cashflow to lifecycle.

Transparent approach to selling...

DFS finance solutions are a sales aid tool that is easy for your customer to understand with clear options at the end of the finance term.

Speed up the decision making process...

DFS payment deferral overcomes financial objections and helps bring forward the decision-making process.

Easier close...

By providing a solution to both your customers' equipment and their financial needs, you can close more deals more quickly.

Opportunity to sell up...

Help your customer use the technology that their business needs, not what their budget dictates.

Don't delay – ask us today.

Contact your Dell or Dell Financial Services Account Manager for more details

Terms and conditions

- Available on all deals where Dell content is 70% of total solution
- Available on all Dell products
- Minimum deal size is £20k/€25k excluding VAT (or equivalent in other currencies)
- All orders must be placed by 29 January 2012

* Customers Operating Lease and the associated tax treatment subject to review and approval by your auditors. Dell Financial Services is a trading style of the CIT Group Inc. and its subsidiaries and affiliates worldwide. Dell TM is a trademark of Dell Inc. and is used under license. Dell Financial Services terms and conditions and up-to-date written quotations are available upon request. This is an illustration of terms only and is subject to the final credit and commercial approval of Dell Financial Services.

