

SMALL BUSINESS SOLUTIONS

With Office Equipment, Many Small Businesses Find Lease Is More

(NAPSA)—Save money while increasing performance. A growing number of small businesses are finding that by leasing equipment instead of buying it they are able to get more out of their IT budget.

For example, some businesses have found they can lease as many as nine PCs for what it would cost them to purchase three comparable ones.

For many, a lease is a simple and economical way to obtain the benefits of the latest technology without assuming the up-front costs, and risks, of ownership.

The process is not all that different from leasing an automobile. Simply defined, a lease is an agreement between an equipment owner and a user of that equipment. The lessee pays a periodic fee, usually monthly, to the lessor for the use of the equipment.

The lessor is usually viewed as the owner of the equipment during the lease term, but depending on the type of lease you select either you or the lessor may be able to claim the benefits of ownership for tax purposes.

Much like leasing a car, there can be a number of benefits to leasing equipment.

- Increased buying power. Leasing can triple the amount of solutions the annual IT budget



Many small businesses have found they can triple their buying power by leasing instead of buying IT equipment.

can support.

- Investment obsolescence protection. By definition, leasing matches IT asset payments to useful life of equipment.

- Preserve capital. Lease payments can be paid out of the operating budget, leaving capital dollars free to be put to use building your business.

- Low monthly payment. It's possible to make payments over time for the IT solution a company needs to be competitive.

- Flexible lease terms and options. A company can match the lease term to its need to update equipment.

- Single solution payment.

Total solution payment (asset, software, services, multi-vendor).

- Disposition. Leasing helps to eliminate the cost of properly disposing of technology assets.

- Stay ahead of the technology curve. Some companies have found they can keep their competitive advantage by keeping their computers up to date.

- Trade-ins. Helps you move to new IT solutions by offering trade-in credits for old equipment.

Many experts believe that by leasing IT solutions, a small business has the ability to “pay as it grows” through low monthly payments. In addition, leasing frees up IT capital funds that can now be directed toward other investments.

Also, leasing can help protect a business against IT obsolescence and end-of-life technology equipment costs and concerns.

One company, HP Financial Services, specializes in providing small and medium businesses with flexible, simple and total cost-reducing financial services.

It offers what it describes as a suite of “acquire to retire” financial services. In addition to leasing IT equipment, it also offers pre-owned equipment and helps a company dispose of existing older equipment.

To learn more, visit the Web site at www.hp.com/Go/HPFinancialServices or call toll free 1-888-277-5942.