

### Key Value

- Improved cash-flow management
- Protection from obsolescence
- 100% financing
- Easier financing than loans
- Potential tax benefits

### Learn More

To learn more and to obtain additional information about the Extreme Capital Solutions, or Extreme Networks in general, please contact your Extreme account manager, authorized reseller, or visit us at: [www.extremenetworks.com](http://www.extremenetworks.com).

# Leasing Through Extreme Capital

## Sales Opportunity

Captive financing options provide a single source solution for networking equipment and acquisition. The benefits include:

- Conserves capital for business needs
- Spreads acquisition costs over time
- Protects from obsolescence
- Provides off balance sheet potential
- Tailors payments to the available budget
- Provides easy upgrade opportunities
- Finance 100% of the total solution
- Provides additional line of credit

## Target Audience and Solution Value

Extreme Capital offers financing plans for all creditworthy customers. Financing allows customers to break down large acquisitions into fixed monthly payments. By providing fast, dependable financing that's easy to access, we can help them free up cash flow, making acquiring an Extreme network easier.

Extreme Networks offers customized financial solutions for:

- Cloud hosting providers, telco and managed service providers
- Corporate customers
- Government
- Healthcare

## The Difference Between a Lease and Extreme Network Subscription

A lease is a contract whereby a financial provider lends a lessee the use of the asset and the lessee pays the lessor a fee for this usage. Leases establish a payment schedule and specified term. Leases are fixed contracts tying the lessee to the payments until the contract is fulfilled.

Extreme Network Subscription provides the customer the use of the asset and services and establishes a payment schedule. It does not specify a term. The customer may add equipment and upgrade at any time based on equipment availability. With 60-day notice, the customer may scale down or return the entire deployment. Extreme Network Subscription is the most flexible acquisition plan available to customers.

## Key Value

Most customers prefer a vendor who offers financing alternatives and Extreme Network Subscription should be part of the conversation with every customer.

### Improved cash-flow management

- Conserve capital for reinvesting in business
- Improve budgeting accuracy through fixed monthly payments and no floating rates

### Protection from obsolescence

- Match the length of the contract to the expected useful life of the asset(s)
- Easily upgrade existing solutions

### 100% financing

- Qualified applicants can finance 100% of the cost and may include delivery, installation, service and maintenance, as well as associated equipment from third parties
- No down payment

### Easier financing than loans

- Avoid such requirements as compensating balances, large down payments, client list reviews, cash flow projections and blanket liens

### Potential tax benefits

- Some businesses are able to deduct monthly lease payments as an operating expense, thus reducing the net cost of the lease (consult your tax advisor for details)

## The Difference Between a Lease and a Loan

A lease is a contract wherein a financial provider lends a lessee the use of the asset and the lessee pays the lessor a fee for this usage. Financing in this manner provides such benefits as: better cash management, potential tax benefits and the ability to avoid obsolescence.

Business loans are used to acquire and access cash for major purchases or business expenditures. As with leases, loans are paid back with fixed payments over a fixed period of time. Compensating balances, large down payments, client list reviews and cash flow projections are often required to obtain bank loans. Such loans are often required to be secured by collateral.

## Finance Options

	Purchase	Lease	Extreme Network Subscription
Cash Flow	One-time purchase payment	Monthly, quarterly, or annual lease payment	Monthly subscription payment
Accounting	Capital purchase	Capital or operating lease	Operating expense
Budget	Capital	Capital or operating	Operating
Technology Refresh	Tied to purchase cycle	Tied to lease term	Decoupled from acquisition cycle
Support	Optional	Optional/may be required pending lease terms	Included
Investment Risk	Unused equipment obsolescence	Unused equipment obsolescence	N/A

## Contact Extreme Capital

Extreme Networks is the only network provider who offers a subscription-based acquisition model. To find out more about why your customer should acquire their next network with Extreme Capital Solutions: [ExtremeCapital@extremenetworks.com](mailto:ExtremeCapital@extremenetworks.com).

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