

The LaSalle Difference

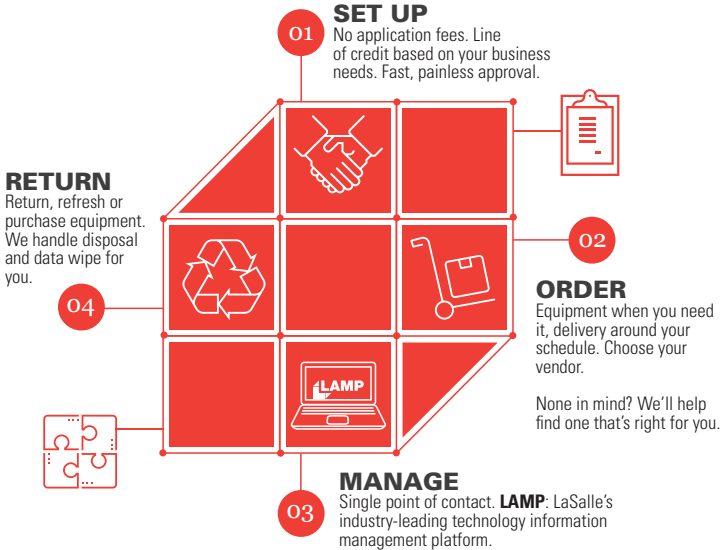
Technology Asset Refresh Programs

The Right
Partner
Changes
Everything



LaSalle Solutions

Technology Refresh Programs to Improve ROI



LaSalle's customized technology refresh programs make it easy to acquire, finance, maintain, and replace rapidly depreciating assets by reducing your administrative burden and simplifying the technology lifecycle process.

Automatic Refresh Cycles

Aging technology equipment presents several challenges to organizations, including impacts to performance, energy consumption, service delivery, and more. Maintaining the equipment can also be costly as maintenance charges increase and additional resources are needed.

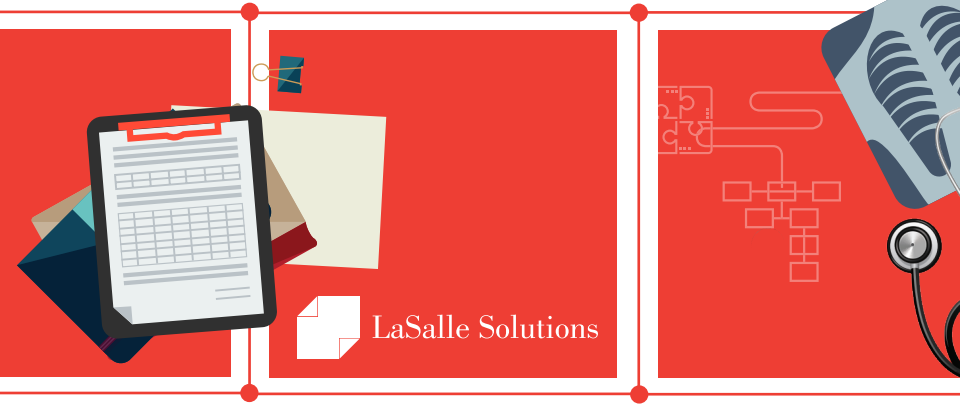
At LaSalle, we establish a proactive approach to technology refresh and management to help keep equipment up-to-date, ensure compliance, reduce downtime, and **deliver the lowest overall cost of usage.**

No more waiting for a lease to end before upgrading your old, outdated equipment. We structure refresh cycles around the useful life of your assets so you always have the equipment you need, whenever you need it.

Capital Conservation

Your profits come from using your equipment, not owning it. LaSalle helps you acquire depreciating assets without the long-term investment so you can meet cost-savings goals.

- Enhanced ROI
- **Lowest overall cost of usage**
- Accurate residuals – prevent charges at the end of term
- No yield enhancement fees – UCC filing, documentation, technology conversion, auto-renewals, etc.
- Balanced cash flow – retain working capital to invest elsewhere in the business
- Tax benefits – lease payments are tax deductible
- **No debt** – operating leases are a non-debt liability (no impact to debt covenants)



Risk Mitigation

LaSalle’s technology refresh programs help you avoid the common risks associated with extending asset utilization beyond the useful life of the equipment.

- LaSalle owns the technology risk
- Flexibility to **return assets**
- Reduced maintenance and energy costs
- Obsolescence avoidance – up-to-date equipment and facilities to stay ahead of the competition
- Compliance with regulatory standards
- Data integrity - **accurate, validated information**
- 24/7 monitoring in LAMP

Lifecycle Planning

We give you the tools and support you need to proactively manage the lifecycle of your technology assets.

- Simple ordering
- Refresh options – **upgrade equipment at the end of its useful life**
- Alerts – stay ahead of maturity dates and other important milestones
- Full disposition services, including data wipe, disposal, returns, etc.
- Single contracts – equipment bundling to **simplify payment, delivery, and removal processes**
- Cost analysis for better value decisions
- Credit management



The LaSalle
Difference



Dedicated Support

The LaSalle team works with you throughout the entirety of your IT lifecycle to deliver maximum value, including **significant dollar and time savings**.

- **Award-winning customer service**
- Relationship-driven
- Consultative approach
- Single point of contact – assigned account manager with you from start to finish
- Regional account managers located nationwide
- Regular communications and face-to-face meetings

Information Management with LAMP

LAMP, our industry-leading cloud-based platform, brings all your information together in one place to widen global install base visibility, streamline processes, and maintain data accuracy.

- Holistic view of your install base – assets, contracts, lease maturity etc.
- Real-time tracking
- Reactive searches (as you type) – by serial number, location, etc.
- View and manage – end-of-life, end-of-service, credits, licenses, return merchandise authorizations (RMAs), and more
- Mobile app – LAMP in the palm of your hand
- Reporting – **show impact with reports** around licenses, bugs, credits, and more
- Customized notifications



IT Services

Our diverse IT services provide stable pillars of success for customers with a wide range of specific requirements, creating a holistic approach to technology lifecycle management.

- Information management – asset maintenance, lease maturity, budgeting, tracking, and more.
- Engineering – configurations, security, collaboration, cloud, networking, data center, mobility, etc.
- BreakFree Solutions – data center solutions, DevOps, cloud acceleration, IT automation, etc.
- **Intelligent integrations** with leading manufacturers like Cisco, ServiceNow, and SolarWinds

A Partner You Can Trust

Founded in 1980, the history of LaSalle Solutions is one of nonstop evolution. Although changes in technology and finance have determined our course, the true driver of our progress has been our commitment to mutually beneficial service for our customers.

This commitment to service is deeply woven into the details of our technology acquisition and financing solutions. We customize our technology refresh programs to fit your goals and budget, helping maximize asset utilization while preserving capital for continued business growth.

We take the time to listen to our customers, enabling us to evolve and grow alongside everyone we have worked with over the years. In fact, we still do business with our very first customer.

A Recognized Leader



**NAMED TO
MONITOR 100**
list of top equipment
finance and leasing
companies in the
U.S. for over
5 years

**INDUSTRY-
LEADING TOOLSET**
to manage
lease schedule,
maintenance contract
and asset information

**ELITE
RECOGNITION**
by several
manufacturers &
partners, including
Cisco, Juniper, F5,
and VMware

LAMP

To learn more about LaSalle's equipment leasing solutions and technology refresh programs, visit www.lasallesolutions.com/leasing.



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