

There are two lease/financing options that are available through Trinity3 & our partners. Those options include the Standard Lease and the Finance Lease. Below are explanations of each option:

### Standard Lease

Also known as a Fair Market Value (FMV) Lease, this is the most cost effective lease option and provides the greatest amount of end-of-term flexibility. You will have three end-of-term options that include:

- 1 Purchasing the equipment for what is determined as the current market value
- 2 Returning the equipment to Ingram Micro Lease-IT! and refreshing your technology (Tech Refresh)
- 3 Extending your lease on a month-to-month basis

Tech Refresh is the most popular end of term option. If you choose to purchase your equipment, you can choose what hardware you would like to keep and what you would like to send back. We will then dispose of your returned equipment through an environmentally-friendly and EPA-compliant disposal.

### Finance Lease

Also known as a \$1 Buyout Lease, it has a higher cost than an FMV option, but you will own the equipment for a total of one dollar at the end of the term. If you are certain that you want to own the equipment at the end-of-term, then the Finance Lease is your best option. When you are ready to acquire additional equipment, Ingram Cloud Blue is available to help you dispose of your old equipment and your Ingram reseller will help you place an order for new equipment.

**Example: A business is comparing a standard lease to a finance lease for \$50,000 of equipment\***

<b>\$1350</b>	vs	<b>\$1550</b>	=	<b>savings of \$7,200</b>
per month for 36 months standard lease (FMV)		per month for 36 months finance lease (\$1 Buyout)		over a 36 month term

\*Illustrative purposes only. Actual payments will depend on type of equipment financed, term and credit quality.

If you want to keep your technology current, the standard lease is the best fit and it also has the lowest monthly payment. Because technology rapidly depreciates, the value in IT equipment is in using it, not owning it. It also provides the greatest amount of flexibility at the end-of-term.

Initially, many customers want to keep their equipment. However, at the end of the term, they realize how far the technology has advanced and they are left behind with obsolete equipment. It's important to determine your specific needs before choosing a lease/financing option.

### For More Information

Trinity3 Sales Team  
Toll Free: 1.855.862.5120  
Email: [sales@trinity3.com](mailto:sales@trinity3.com)