



Nine Reasons Why You Should Leased from eCap Leasing...

ELIMINATE TECHNOLOGICAL OBSOLESCENCE

- 1 The constant flow of new technology in the midrange systems environment means ever increasing computing productivity. With **eCap**'s flexible lease plans you can substitute and/or add equipment to leases at any time during the term of the lease. It is administratively simple, financially efficient, and limits your risk of technological obsolescence.

TAILORED, FLEXIBLE LEASE TERMS

- 2 We adapt lease terms to customer needs. When it comes to length of lease, renewals, product options, etc. that go into a lease, we offer flexible alternatives. **eCap** can be structured to match your cash flow or budget via: fixed lease, stepped lease, or deferred payment lease.

MASTER LEASE CAPABILITIES

- 3 **eCap** can handle big and small leases, as well as system upgrades, add-ons, or substitutions for your company through our "master lease" program. This helps make leasing simple, efficient, and cost effective.

PURCHASE-LEASEBACK OPTIONS

- 4 If you already own installed equipment, **eCap** can help you take advantage of your equipments' value today. Let **eCap** purchase your systems and lease it back to you at competitive rates. You can gain cash to invest in your business and protect yourself against both technological obsolescence and falling resale values.

BETTER OVERALL LEASE RATES

- 5 Leasing rates are based on two factors: residual value and the cost of money. Most lessors use a projected wholesale or depreciated value for determining residual amount. **eCap** uses a higher value based on both domestic and international demand for product inventory, parts supply for upgrades, or as a source of replacement parts for our maintenance business. With this distribution network and our access to competitive interest rates, our customers often benefit from a better overall lease rate.

COMPUTER EQUIPMENT SOURCING AND ADVICE

- 6 **eCap** knows equipment options for many manufacturers and our vendor relationships allow us to offer competitive prices. Our sales and technical support staff are available to take you through those choices to help you determine the best options for your needs. This service is available at no cost when you lease from **eCap**.

ASSOCIATED SERVICES

- 7 **eCap**'s parent company, **essextec**, is a full-service solution provider of a wide variety of servers, networking, and storage products and related software solutions. Their systems and software consultants can assist with design and implementation.

FINANCIAL STABILITY

- 8 **eCap** has the financial strength, market presence, leasing experience, and the first hand knowledge of the midrange computing environment to make **eCap** both a convenient way of financing and a significant contributor to the successful implementation of your corporate operating strategy.

A HISTORY OF CUSTOMER SATISFACTION

- 9 The secret of our success is a history of customer partnerships, dedication to excellence and the highest customer satisfaction possible. We are a group of experienced professionals who work to meet the special needs of every customer, every day.

Contact **eCap Leasing** today and let our leasing specialist create a solution for you.