

## Solution Profile

# Flexible Leasing and Financing Solutions

Preserve cash today and disperse infrastructure costs over time



## Fair-Market-Value Lease

Acquire the Hitachi solution you need today while preserving cash flow, with the ability to upgrade and refresh over time.

## Payment Plans and Deferred Payment

Spread costs over time with flexible structures, including deferred payment options aligned to your business requirements.

## Finance or Capital Lease

Payments are aligned to your budget cycles, with end-of-term options to extend, purchase, or return the equipment.

## You need the opportunity and payment options to consume IT, your way.

Hitachi Vantara provides a range of flexible lease and financing options to help you finance and manage your Hitachi technologies. Whether your aim is future savings or keeping within your current budget, we can tailor solutions to meet your needs.

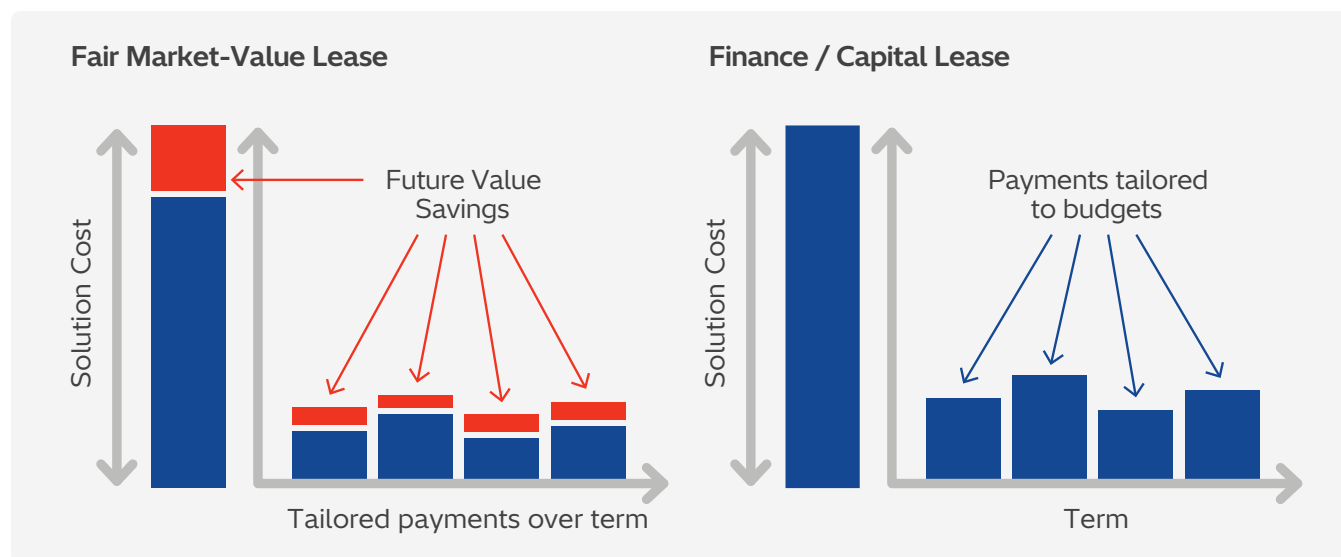


Figure 1: Hitachi Vantara provides a range of flexible lease and financing options.

## Hitachi Vantara Delivers Solutions That Meet Your Budget and Business Needs

As a Hitachi Vantara customer, you can choose from a variety of financing options, including:

### Fair Market-Value Leases

Acquire the Hitachi system you need today while also preserving cash flow and lowering costs. Payments can be tailored to meet your budget. The lease will typically enable you to upgrade and refresh whenever you need, helping to improve both life cycle management and technology refresh.

### Finance or Capital Leases

These are ideal for helping manage cash flow where payments can be tailored to meet budget cycles. At the end of the lease, typical options are to extend the lease, take title or return the equipment.

### Payment Plans and Deferred Payment

These structures offer flexible payment plans including a range of deferred payment options to help you spread the cost of your Hitachi solution and tailor your payments to match your budget and business needs.

## Hitachi Financial and Operational Benefits

By opting for a Hitachi Vantara financing option, you usher benefits into your organization. General benefits include:

### Typical Financial Benefits

- Reduce TCO.
- Align costs with usage.
- Match costs with budgets.
- Simplify and control costs.
- Predict future costs.
- Remove obsolescence risk.

### Typical Operational Benefits

- Improve agility.
- Enjoy seamless upgrades.
- Avoid delays and disruption.
- Reduce overprovisioning.
- Improve lifecycle management.
- Simplify procurement.

**Contact your Hitachi Vantara Account Manager for more details.**

**Consume IT, your way.**

## About Hitachi Vantara

Hitachi Vantara is transforming the way data fuels innovation. A wholly owned subsidiary of Hitachi, Ltd., we're the data foundation the world's leading innovators rely on. Through data storage, infrastructure systems, cloud management and digital expertise, we build the foundation for sustainable business growth.

## Hitachi Vantara

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