

# TECHNOLOGY PLAN

SMART TECHNOLOGY PROCUREMENT



**BNP PARIBAS**  
LEASING SOLUTIONS

Business is ON





## BUDGET STRAINED BY THE PACE OF CHANGE ?

Your customer faces an incredible demand for technology to support new ways of working. It's a demand that grows exponentially as IT evolves at lightning pace.

But businesses can be reluctant to use diminishing capital reserves to pay for ever-changing technology. Having invested in a systems upgrade, it may not be long before equipment needs replacing or software is superseded.

What's needed is a completely flexible, tailored finance solution that supports evolving needs within static budgets. And that's exactly what you can offer

## YOU CAN OFFER A FLEXIBLE, AFFORDABLE AND SCALABLE SOLUTION

Technology Plan from BNP Paribas Leasing Solutions allows strategic, affordable investment in all aspects of IT.

For one fixed periodic sum, your customer receives their full suite of technology requirements. That might include PCs, copiers, phone networks, software, professional services, data migration... everything. And crucially, the terms are based on your customer's bespoke lifecycle, not a one-size-fits-all lease. With Technology Plan, you can help your customers become more productive, more flexible and even more competitive - without compromise.

# TECHNOLOGY PLAN EXPLAINED



## TECHNOLOGY PLAN IS INTEGRAL TO A SMART TECHNOLOGY PROCUREMENT STRATEGY

Technology Plan allows your customers to carefully control expenditure and still procure a strategic, tailored IT solution - one that can truly evolve with their business.

Once you have worked out exactly what hardware, software and services your customer needs, you can propose an affordable, periodic payment that covers it all. Payments can be spread over 12 to 60 months, sometimes longer, giving your customer scope to make a significant investment in their business.

With no need for capital upfront, Technology Plan frees up a significant part of your customer's IT budget. So they can deliver exactly what the workforce needs, with no concerns from the CFO.

Crucially, it makes upgrades and additions achievable. Alterations to your customer's solution can be factored into continuing periodic payments, rather than drawing on precious capital reserves. This is how Technology Plan supports growing businesses.

**AN AFFORDABLE, PERIODIC  
PAYMENT THAT COVERS ALL  
HARDWARE, SOFTWARE  
AND SERVICES**

# EXAMPLES AND SCENARIOS: TECHNOLOGY PLAN IN PRACTICE

## MANAGED PRINT SERVICES

### CUSTOMER CHALLENGE:

A regional law firm is undergoing a multi-site expansion in two phases. Their Guildford office is available now, but they won't move into new offices in Farnborough and Woking until the third year of their finance contract. They need a managed print solution that will work across all three sites to ensure maximum ROI.

### PAYMENT SCHEDULE

#### SCHEDULE 1

20 quarterly payments of £4,000

#### SCHEDULE 2

(beginning when Farnborough and Woking offices open) 20 quarterly payments of £6,150

40%

HARDWARE

MULTI-FUNCTION DEVICES AND ACCESSORIES

49%

SOFTWARE

USER LICENCES AND EMBEDDED LICENCES

11%

SOFT COSTS

CONSULTANCY

£164,000

TOTAL VALUE

## UNIFIED COMMUNICATIONS

### CUSTOMER CHALLENGE:

A small training firm, decides to implement unified communications to improve mobility for its team.

The business has grown quickly over the last year, and they need a scalable solution to continue growing with them.

### PAYMENT SCHEDULE

20 quarterly payments of £2,150

60%

HARDWARE

IP PHONES, SERVER AND NETWORKING EQUIPMENT

20%

SOFTWARE

SERVER AND IP PHONE SOFTWARE

20%

SOFT COSTS

INSTALLATION, CONFIGURATION, PROJECT MANAGEMENT, TRAINING AND MAINTENANCE

£35,000

TOTAL VALUE

## PRIVATE CLOUD\*

### CUSTOMER CHALLENGE:

Mobile sales staff at a financial services firm want to access work emails and documents through their own devices. In order to implement this, the company will need a private cloud solution and an upgrade to their system security.

\*Solution consists of applications hosted on customer-owned servers, located at their own premises.

### PAYMENT SCHEDULE

12 quarterly payments of £12,650

20%

HARDWARE

SERVERS AND NETWORK ACCESSORIES

50%

SOFTWARE

OPERATING PLATFORM, SUBSCRIPTIONS AND USER LICENCES

30%

SOFT COSTS

IMPLEMENTATION, PROFESSIONAL SERVICES AND ANNUAL SUPPORT

£137,000

TOTAL VALUE





# THE BENEFITS OF TECHNOLOGY PLAN

Technology Plan is the right choice for your customer, and for you.

## BENEFITS TO YOU

### **BUILD STRONGER, MORE ENDURING CUSTOMER RELATIONSHIPS**

With finance, your customers can afford to refresh their technology and keep investing with you. By offering them superb value while fulfilling all their IT requirements, you become their trusted provider.

### **RECEIVE PAYMENT WITHIN 24 HOURS**

Through financing you receive payment much faster than a cash transaction. BNP Paribas Leasing Solutions will typically pay you within 24 hours of solution delivery, boosting your cash flow and reducing debtor days.

### **OFFER UNRIVALLED FINANCE DEALS - EVEN FOR 100% SOFTWARE**

Because BNP Paribas Leasing Solutions is vendor independent, we can fund any combination of hardware, software, services and training, even multi-year maintenance. What's more, we have a market-leading proposition for 100% software deals – a powerful advantage as software sales increase.

### **AVAILABLE FOR ALL SIZES AND TYPES OF DEALS**

We offer financing to all deal sizes, from just £1,000 to millions of pounds in value. And we can fund any sort of business, from SMEs, to local government organisations, schools, sole traders, and partnerships. So you can offer financial support to whoever needs it.

### **EASY FOR SALES TEAMS TO GET TO GRIPS WITH**

Importantly, our Technology Plan financing product is easy for sales teams to use. Adding it to your portfolio won't involve extensive training sessions that will interrupt business. And no change is needed to the way you work. It's just a simple tool that is easy to introduce early on in the sales process.

## BENEFITS TO YOUR CUSTOMER

### **GET THE EXACT TECHNOLOGY THEY NEED - WITHOUT COMPROMISE**

The upfront cost of new technology is no longer a barrier. You can provide your customer with exactly the package their business needs, and no less.

### **ENJOY MANAGEABLE, TRANSPARENT PAYMENTS**

One fixed periodic amount means simplified administration, predictable service charges and confidence in affordability. We can even build in deferrals or stepped payment profiles if required.

### **SEE AN ACCELERATED RETURN ON INVESTMENT**

In a deal financed by capital, return on investment can sometimes take years to achieve. But with Technology Plan, the return is fast, and can far outweigh the payments made.

### **MAKE EASY AND COST-EFFECTIVE UPGRADES**

With payments made through the revenue budget, adjustments to cover upgrade costs are minimal. As well as being very cost-effective, this makes decisions to invest and to renew equipment much easier.

### **BENEFIT FROM FLEXIBLE END-OF-TERM OPTIONS**

Once your customer has experienced manageable payments, it's likely they'll want to continue using Technology Plan. We can arrange for them to keep, change or upgrade their solution as they wish, with new terms arranged to their satisfaction.

## ABOUT BNP PARIBAS LEASING SOLUTIONS

BNP Paribas Leasing Solutions is one of the leading providers of asset finance in Europe.

As the leading provider of asset finance in Europe, BNP Paribas Leasing Solutions is uniquely placed to deliver innovative print management solutions, like TVP.

In the UK, BNP Paribas Leasing Solutions has over 40 years' experience providing tax-efficient financing solutions for thousands of different businesses across multiple sectors. Whether working with small and medium-sized enterprises, multinational companies or public sector organisations, our approach is the same: to create solutions that are tailored to help each customer meet their objectives.

### KEY FACTS ABOUT BNP PARIBAS LEASING SOLUTIONS

- NUMBER 1 LEASING COMPANY IN EUROPE
- A PRESENCE IN 22 COUNTRIES
- OVER 3,000 EMPLOYEES
- €28 BILLION ASSET PORTFOLIO

### BNP PARIBAS LEASING SOLUTIONS UK

- BEST-IN-CLASS PRODUCT, SALES AND SERVICE CAPABILITIES
- PRESENT IN THE UK FOR OVER 40 YEARS
- UNMATCHED EXPERTISE IN THE OFFICE EQUIPMENT SECTOR



### OUR AWARDS

**EUROPEAN LESSOR OF THE YEAR**  
(2011 AND 2014)

**IT EUROPA FINANCIAL SOLUTIONS  
SUPPLIER OF THE YEAR**  
(2013, 2014 AND 2015)

### FIND OUT MORE

To discover more about the Technology Plan, the business opportunities that it can unlock, and how you and your customers can benefit, contact BNP Paribas Leasing Solutions:

**0345 226 7367**

**[marketing.leasesolutions@uk.bnpparibas.com](mailto:marketing.leasesolutions@uk.bnpparibas.com)**



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