



## Everything-as-a-Service for the Public Sector

Securing the right financing is critical to you and your public sector customers as they explore alternative technology procurement methods amid budget shortfalls and spending reductions. SYNNEX Financial Services (SFS) can inexpensively finance hardware/software/services into affordable monthly payments, allowing public sector customers to shift expenses from lump-sum capital projects to lower-cost operational expenses. Offering agreements from 12-60 months, low-minimum contract amounts, and easy-to-execute finance agreements, our EaaS platform makes funding public sector projects easy.

### Subscription

Our subscription offerings encompass many device configurations across the SYNNEX ecosystem. With the ability to flex and scale the fleet to meet changing business dynamics, a subscriber can efficiently refresh their technology and avoid the unexpected costs associated with owning outdated equipment.

### Leasing

SFS offers traditional leasing for partners looking to retain their equipment and extend their refresh cycle. Leases are commonly structured as fair market value or \$1 buyout leases. Our team will work with you to determine the best path.

### Installment Payment Agreement

With subscriptions and leases leading the way in configurations with a majority of hard costs, our installment payment agreement structure supports opportunities with a majority of soft costs. This structure is excellent for customers looking to lock in their license renewals for more than one year at a time.

### Engage with SYNNEX GOVSolv

Our subject-matter experts can help evolve your public sector business plan and sales strategy and support you through the different phases of an opportunity. Email us at [GOVSolv@synnex.com](mailto:GOVSolv@synnex.com), or complete the GOVSolv engagement form at [www.synnexcorp.com/us/govsolv/govsolv-profile](http://www.synnexcorp.com/us/govsolv/govsolv-profile).



## Public Sector Verticals to Benefit from Alternative Financing Models

- State governments
- City and county governments
- Public safety, law enforcement, and first-responder agencies
- K12 and higher education
- Public utilities
- Public transportation authorities
- Public hospitals, healthcare facilities, and clinics

## ENGAGE NOW

For more information, email us at [finance@synnexfinancialservices.com](mailto:finance@synnexfinancialservices.com), or call SYNNEX Financial Services at 833-238-8503.



## Including Technology in Operational Expenses vs. Capital Expenses

	Operational Expenses	Capital Expenses
<b>Purpose</b>	<ul style="list-style-type: none"> <li>Ongoing costs to operate the business</li> <li>Alternative financing strategy to free up funds for other needs</li> </ul>	<ul style="list-style-type: none"> <li>Assets purchased with useful life beyond current year</li> <li>Traditional financing strategy for public sector IT projects</li> <li>Purchase-to-own strategy</li> </ul>
<b>Payment</b>	<ul style="list-style-type: none"> <li>Monthly, quarterly, or annually recurring</li> <li>Need a periodic payment to free up funds or inability to fund the total purchase</li> </ul>	<ul style="list-style-type: none"> <li>Total purchase; lump sum up front</li> <li>Cash on hand to fund total purchase</li> </ul>
<b>When Accounted For</b>	<ul style="list-style-type: none"> <li>In the current month or year</li> </ul>	<ul style="list-style-type: none"> <li>Over a 3 to 10-year lifespan while the asset depreciates</li> </ul>
<b>Listed as</b>	<ul style="list-style-type: none"> <li>Operating costs</li> </ul>	<ul style="list-style-type: none"> <li>Property or equipment</li> </ul>
<b>Benefits</b>	<ul style="list-style-type: none"> <li>Ability to adjust costs up or down based on consumption (cloud storage, mobile data, etc.) with the possibility to save money during months when consumption is lower</li> <li>Ability to save funds or free up capital for necessary expenses</li> <li>Ability to roll all costs into one monthly payment (hardware, software, warranty, etc.)</li> <li>Refresh cycle is more predictable for uncertain situations</li> <li>Flexibility to introduce new solutions without the large, upfront cost</li> </ul>	<ul style="list-style-type: none"> <li>Use when predictable and certain budget needed</li> <li>Consumption and needs are predictable</li> <li>Easier for organizations to meet budget requirements</li> <li>Organization owns the equipment once it has been purchased and paid off</li> </ul>
<b>Use Cases</b>	<ul style="list-style-type: none"> <li>Uncertain budget cycles, economic recessions</li> </ul>	<ul style="list-style-type: none"> <li>Certain budget cycles, projects and purchases for long-term use, economic high</li> </ul>