

*A better way to manage your printing operation...
and your printing expenses*



Total Solution Financing for IBM Workgroup Printers

Highlights

Gain award-winning performance of IBM workgroup printing solutions, including IBM supplies and service

Qualify for lease rates as low as \$47* a month

Improve cash flow management with one fixed monthly invoice

When the need arises, place service calls and order supplies via the Web

Acquire the latest printing technology when you need it

Today's quick-moving, competitive environment requires companies to maintain maximum flexibility. This includes the decisions to acquire the printing technology needed to remain ahead of the competition and to function in an increasingly connected world. Today's enterprise has a heightened need to acquire and manage its printing assets in a flexible, less costly way. To help customers manage their printing needs...and their budgets, IBM® introduces Total Solution Financing for IBM Workgroup Printers.

When you acquire a total printing solution from IBM, including one of the award-winning IBM workgroup printers, IBM supplies and IBM service, you may qualify for some of the lowest monthly payments available today, as low as \$47 with approved credit.

Invoke the power of leasing

Acquire the printing solutions you need today, without depleting your cash reserves. By financing your IBM printing solution, with a lease or installment loan on a 36-month term from IBM Global Financing, you can have the printing solutions you need today with no up-front investment.

IBM Total Solution Financing enables a customer to lease a printer and obtain on-site service for 36 months, all for one low monthly payment. In addition to the printer and service, the customer receives an IBM Starter Kit, which consists of two or three toner cartridges intended to provide an initial supply of toner, based on the customers' expected usage.

If owning the assets is preferred, installment loans are also available to provide customers with one low monthly payment.





Flexibility

Each total solution from IBM can be customized to your needs. From one to 1,000 printers, you determine your requirements. You will be able to finance other products and services on the same lease or installment loan.

Options

- Installation services
- IBM Paper and Transparencies
- Key operator training
- Project management services
- Professional services

For more information

For additional details on IBM Total Solution Financing, please visit our Web site at www.ibm.com/financing (U.S.) or contact your IBM Business Partner. For more information on IBM's printing solutions, please visit the IBM Printing Systems Web site at www.ibm.com/printers.

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*Payments based on direct purchase from IBM Corporation through ShopIBM at prices reflected as of January 14, 2000. Prices subject to change.

**Although not currently available on ShopIBM, IBM intends to add this product shortly. Please ask your Business Partner or sales representative for more information.

Total Solution Financing for IBM Workgroup Printers at a glance

<i>Eligible Printer Solutions</i>	<i>Monthly Lease Rate*</i>	<i># of Toner Cartridges</i>	<i>5 x 9 Next Day ServicePac</i>
Network Printer 12	\$47	2	on-site, 3 years
Network Printer 17	\$65	2	on-site, 3 years
Infoprint® 20	\$76	2	on-site, 3 years
Infoprint 32	\$125	3	on-site, 3 years
Infoprint 40	\$142	3	on-site, 3 years
Infoprint Color 8**			
IBM ServicePac™	– 5 x 9 Next Day or upgrade to 7 x 24 Same Day Service. – Place service calls via the Web with IBM Service Direct™.		
IBM Starter Kit	– A package of two or three toner cartridges intended to provide an initial supply of toner, based on usage profile.		
Terms	– 36-month lease or installment loan required. – Monthly lease rates based on a Fair Market Value Lease for best credit customers. – Rates vary based on customer credit rating. – \$5,000 total solution value minimum. – Program available through December 31, 2000.		