

New Needs, New Models:

7 \ Ub[Yg']b '8YW]g]cb! A U_]b['DUhYfbg

BYK 'DfcW fYa Ybh'GhfUHY []Yg

As organisations strive to keep pace with technology, they are increasingly considering external financing to acquire hardware, software and services.

5WwcfX]b['hc 'U'YUX]b['UbU'ngzh'hY'a U'cf]hmcZfYgdcbXYb'g]b 'U'&\$%&'I "G"'gh XmgU]X'hUh'hY' main reasons they lease or finance equipment are protection against technology obsolescence and flexible upgrade options.

In addition to the need to keep up with technology change, our research suggests that companies are looking to financing to conserve cash given current mixed economic conditions.

Organisations set to increase exsg t2 (40.6%) 57.5 - 55.6 53.5g) 2EM/ Span AMD 2 3B B1 002 1 T3

Industry Insight Paper

A More Strategic and Flexible

