

# IBM Project Financing for the IBM Data Center Family

*Single-source financing for Integrated Technology  
Services Modular Data Centers*



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## Highlights

- Provides one-stop financing for the IBM Data Center Family of modular data center solutions
  - Helps facilitate project approval, preserve cash flow and credit lines, match cost outlays with expected benefits, and enable self-funding projects
  - Can be tailored to a wide range of business sizes and needs, with a focus on enablement, flexibility and accountability
  - Solutions can include hardware, software, services, maintenance, transition costs and more, from IBM and select vendors
  - Highly customized financing solution facilitates enterprises with specific implementation and financial objectives
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## Data centers are the engine that drive business growth

New data center designs that take a modular approach can provide several benefits to help the CIO better manage change and control costs. They provide superior energy efficiency while easily supporting IT capacity growth. Their inherent scalability helps align IT more closely with line-of-business growth. They can help speed time to market. And their flexibility fosters adoption of new technologies.

IBM Data Center Family™ solutions are among the most comprehensive in the marketplace, offering solutions to suit small and midsize businesses as well as large enterprises. We offer breadth and depth of experience in designing, installing and building customized or standardized data centers based on your business needs. IBM provides solutions to meet your needs from the smaller Scalable Modular Data Center to the larger Enterprise Modular Data Center to the containerized Portable Modular Data Center or the High Density Zone and all data center solutions can be financed through IBM Global Financing. Modular data centers allow you to “pay as you grow” helping to defer up to 40-50% of the capital and operating costs.

## Powerful financing that lets you take care of business by installing a Modular Data Center

IBM Project Financing provides new solutions to your financing challenges, helping you achieve superior results through innovative financing.

- The ability to match cost outlays with expected benefits with flexible provisions for repayment
- Deal structuring competencies tied to CFO/Treasurer requirements/relationship





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IBM Project Financing availability is subject to applicable financial regulations. Please consult your IBM Global Financing contact for more information.



Please Recycle



IBM Global Financing can finance or lease the component costs related to a modular data center solution, from design services to implementation of software or hardware to ongoing management and support costs. Services costs can be financed and most hardware can be leased. At the end of the useful life of leased hardware, you can return the equipment to IBM Global Financing; equipment upgrades can be financed and base leases can be extended. Bottom line: You don't have to worry about equipment disposal or resale at the end of useful life.

Organizations like yours can implement IBM Project Financing™ to cover both IBM and select non-IBM components of your data center, including:

- Facility design and construction services
- Infrastructure equipment for the data center
- IT hardware, software and consulting services

Although most financing organizations (such as commercial banks, leasing companies and vendor lessors) provide some form of project financing, they lack the resources and skills needed to provide total IT solution financing, and often subcontract that aspect of their deals to third parties.

You need a financial resource that can work with you to help manage costs throughout the entire data center transformation process, from start to finish. From consulting and design to systems integration, software, hardware, maintenance and financing, IBM does it all.

## For more information

Contact your IBM Global Financing representative

Visit the IBM Global Financing Web site at [ibm.com/financing/us/lifecycle/plan/projectfinancing.html](http://ibm.com/financing/us/lifecycle/plan/projectfinancing.html)