

# Financing

*"We help clients find the right financial solution that best meets their budget and cash flow needs, making the cost of entry for a defined solution digestible so businesses can instead focus on driving transformation."*

David White, *Director of Financial Services, Carousel*

We are witnessing great disruption in the IT landscape—from the surge of innovations like Internet of Things and the modern workplace to the way in which today’s organizations wish to consume IT. With three primary approaches to funding your technology solutions, Carousel can help you manage the economic decisions associated with purchasing, leasing or consuming technology in an on-premises, cloud or hybrid fashion.

## YOUR CHALLENGES

- Uncertainty with how to select the deployment model to meet your needs
- Determining how to align technology investments to your budget and cash flow needs
- Saddled by upfront CAPEX costs associated with owning your own equipment
- Inability to keep your technology stack supported and up to standards
- Confusion over how to source, procure and consume technology services and solutions

## THE CAROUSEL OFFERING

Carousel aligns financial solutions to your budget and cash flow needs, while supporting you with documented cost justification and ROI. However you wish to procure your solution from a technology vendor we provide flexible financing options to allow our clients to make a more-informed solution recommendation that includes key stakeholders in business, finance and technology.

We help clients move from CAPEX-based investments to OPEX-focused operating models.

## KEY BENEFITS

- Determine what, why and how to source, procure and buy the technology solutions you desire
- Leverage leasing with an approach right for you, taking advantage of Fair Market Value (FMV) and Full Pay-Out (FPO) leasing
- Secure flexible financing of your cloud-outsourcing, hardware rental, Software-as-a-Service, Collaboration-as-a-Service and managed and hosted services
- Reduce upfront costs associated with CAPEX spend and shift to monthly, flexible payment options

## FEATURED PARTNERS



## BY THE NUMBERS

**525**

Number of Carousel Finance Customers

**\$112 Million**

Active Lease Portfolio

**\$15 Million**

Number of New Originations Each Year

## LEARN MORE

Visit our website for more information:  
[carouselindustries.com/services/financing](http://carouselindustries.com/services/financing)