

Maintain Your
Competitive Edge
with Equipment
Leasing

SGI® Equipment Leasing

HIGHLIGHTS

**Bundle Hardware,
Accessories, Software,
Training, Maintenance,
and Other Soft Costs Into
One Lease**

**Add On Or Upgrade to
Match System Capacity
and Functionality to
Changing Requirements**

**Take Advantage of Lower
Upfront Costs With 100%
Financing**

**Preserve Credit Lines
and Conserve Working
Capital**

**Avoid Higher Late-Life
Maintenance Costs and
Benefit From Increased
Reliability and Accuracy
by Upgrading to New
Systems Earlier**

Companies in today's business environment are faced with investing in state-of-the-art equipment to maintain a high level of customer satisfaction while reducing operating costs and improving profitability.

To address this challenge and assist you in maintaining a competitive advantage, SGI Equipment Leasing offers lease financing solutions tailored to your specific needs. As a result, you are able to acquire the leading edge equipment you need now and upgrade as your business requirements change.

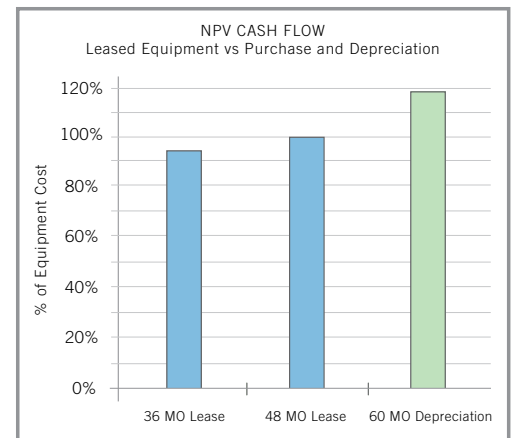
With SGI Equipment Leasing, you receive complete lifecycle support from acquisition through flexible mid-term upgrade solutions and lease-end asset management, all from a single source.

Lease vs. Purchase

Lease financing offers not only favorable cash flows and budget management, but also allows for greater alignment with technology cycles to maximize performance and return on investment.

The chart to the right shows the Net Present Value cash flow (for the total purchase price, maintenance and disposal costs) associated with purchased equipment over a 60-month period compared to leased equipment over a 36-month or 48-month period.

To learn more about the advantages of new products and SGI Equipment Leasing's financing solutions, contact your SGI Systems sales representative today!



SGI Equipment Leasing

IT Leasing Uses & Advantages

www.sgi.com/leasing

| For the CFO / Controller | For the CIO / IT Manager |
|--|---|
| <p>IT leasing is traditionally used to:</p> <ul style="list-style-type: none"> • Save money (it's often cheaper than purchasing) • Manage tax liabilities more effectively • Allow cash and low cost debt capital to be used strategically <p>Other approaches include using IT leasing to:</p> <ul style="list-style-type: none"> • Generate cash • Get out of undesirable/underutilized technology • Avoid asset ownership | <p>IT leasing is commonly used for:</p> <ul style="list-style-type: none"> • Short-term test systems • Tech refreshes • Managing around yearly expense caps • Interim architectures • Architectural loss containment insurance • Charge-back structures |
| Advantages | Advantages |
| <p>Ownership of asset is not necessary to make money using it</p> <p>Offers tax accounting advantages including:</p> <ul style="list-style-type: none"> • Public corporation book advantages • Monthly payment is a business expense (more direct write-off) or outlay can be capitalized—depending on type of lease • Less indebtedness <p>Leaves credit lines intact for other needs</p> <p>Enhances cash flow by conserving capital expenses/opportunities and allowing for 100% financing of all costs—including those items not eligible through other sources</p> <p>Efficient source of acquiring funds</p> <p>Better planning/timeline for future transactions (acquisitions)</p> | <p>Diminishes obsolescence (out-dated equipment)</p> <p>Enables the purchase of more equipment with less money down</p> <p>Increases technical capability</p> <p>Provides flexibility for upgrades and add-ons without the necessity of capital budget requests</p> <p>One-source shopping</p> |

Why Customers Lease SGI Equipment

- Increases availability of capital while preserving credit lines and working capital for day to day operations.
- Makes it easier to manage budgets and optimize acquisition cycles for new SGI Systems equipment.
- Offers greater flexibility to upgrade to the latest technology to meet ever-changing business requirements and the need to constantly improve application performance.
- Reduces total cost of ownership by limiting the useful life of the equipment to the maintenance warranty term.
- Provides 100% financing for bundled hardware, software and soft cost transactions.

Getting Started

SGI Equipment Leasing has simplified the acquisition and financing process! You only need to provide:

- The two most recent years' audited financial statements
- The most recent interim financial statement contact your salesperson to discuss how your business can leverage lease financing to obtain the products and services you need to increase profitability and reduce operating costs.

To learn how SGI Equipment Leasing can assist your organization, consult with your SGI Systems representative today or visit www.SGI.com/leasing.

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