



COMPLETE **FLEXIBILITY** IN MANAGING YOUR DYNAMIC ICT PORTFOLIO

The Technology Refresh Option (TRO) is Econocom's innovative and flexible solution for the management and funding of your technology assets. It gives you the flexibility to upgrade, refresh and dispose of any part of your assets at any time, whilst keeping your budgets under control.

FLEXIBILITY

- You determine the best renewal strategy for your ICT infrastructure, whilst keeping relevant budgets under control.
- The timing of your technology is determined with you by the needs of your organization, not by the lease agreement.
- The parameters of your lease agreement can be adjusted at every bi-annual review meeting to stay in line with potential changes in your strategy.

CONTROL

- A bi-annual refresh volume allows you to acquire the technology you need while keeping your budget under control.
- Extensive, live reporting on your ICT investments and costs leads to pro-active management and quicker decision-making.
- Your assigned Project Manager guarantees quality control and continuous follow-up of all your invoices as well as your technical and financial data.

TRANSPARENCY

- Econocom handles the registration of your asset and billing data and pays your supplier invoices. The administrative task at your end is only to approve invoices.

YOUR BENEFITS

NO CONNECTION BETWEEN THE FINANCING AND THE ACTUAL USE OF THE EQUIPMENT

REDUCTION OF ADMINISTRATIVE BURDEN RESULTING IN CONSEQUENT TIME AND COST SAVINGS

ASSET MANAGEMENT SOLUTION IMPLEMENTED, SUPPORTED AND CONTROLLED BY A DEDICATED SUPPORT TEAM

LIVE ACCESS TO ACCURATE ONLINE INFORMATION, SIMPLIFYING DECISION-MAKING

AUTOMATED PROCESSES

WHY IS TRO DIFFERENT?

Some traditional IT finance solutions are too inflexible to adapt to constantly evolving technology. It is difficult to plan the use and the life of assets: returning assets on time or synchronizing the end of contract with the implementation date of new equipment is a real challenge. Failure to comply with such inflexible terms can often lead to financial penalties.

With technology evolving every day, Econocom understands that you need a more flexible solution to refresh assets when you decide, not when your contract dictates. That is why we place a refresh option in your TRO solution, and leave the end-date of your contract flexible, to make your life easier.

YOUR TRO BENEFITS

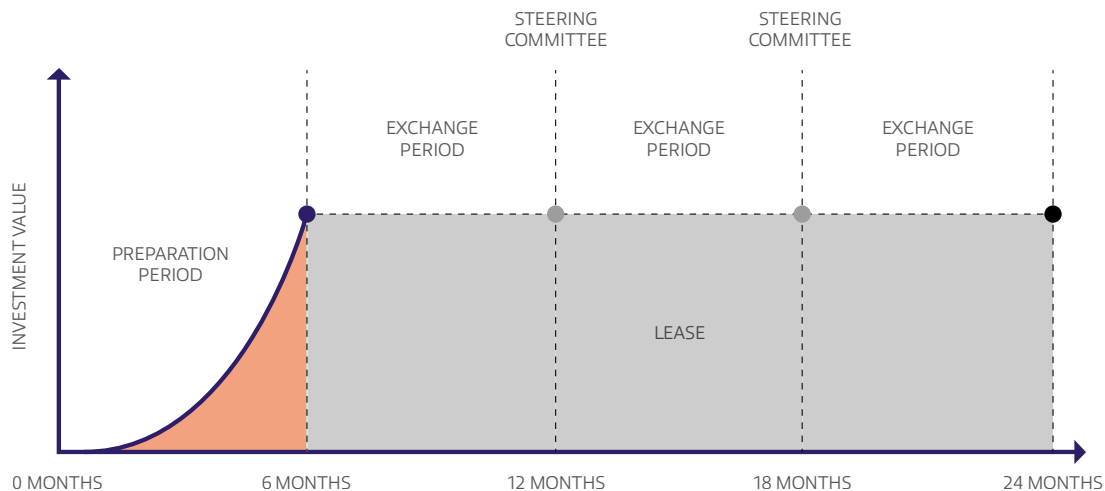
WIDE RANGE OF ASSETS CAN BE INCLUDED: HARDWARE, SOFTWARE, SERVICES OR SMART DEVICES

ONE CONTRACT COMPRISING ASSETS WITH DIFFERENT LIFE CYCLES

CONTRACT DURATION BASED ON WEIGHTED AVERAGE OF THE LIFE CYCLE OF THE ASSETS

TRO, HOW DOES IT WORK?

To implement TRO, we work with you to understand your processes, workflows and business structure so your TRO solution matches your exact needs. Once it's all set, we come and see you every six month (steering committee) to discuss your lease and the use of your refresh volume.



Preparation period: this phase allows us to build your contract value (it can include: new investments, sale and leaseback or outstanding balances), and plan your lease payments.

Refresh volume: this is the volume of technology that can be refreshed during the exchange period without impacting your rentals.

Steering committee: once it's all set, we come and visit you every six months to discuss your lease and the use of your refresh volume.

Exchange period: six months during which you can exchange and/or refresh your IT assets at any time.

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