Keep your technology on pace with your growth with Provision and Pay from Dell Financial Services™.

With Provision and Pay you can plan now, deploy when you’re ready and pay later.**

Your business is growing, and you need to keep pace with technology. We can help you make lengthy procurement cycles a thing of the past. With Provision and Pay, you can plan ahead and deploy technology without the requirement for upfront capital outlays.

**With Provision and Pay you can plan now, deploy when you’re ready and pay later.**

DEPLOY
Equipment is delivered. You can now install the equipment and deploy workloads as required.

PAY
Billing for this equipment begins after deployment.

HOW IT WORKS
1 PLAN AND ORDER
DFS works with you to forecast equipment needs, and you order based on your projections.

2 DEPLOY
How it works
Provision and Pay can be adjusted to fit your schedule, whether monthly or quarterly.

3 BEGIN PAYMENTS
Plan and order equipment

Analyze & forecast
Order equipment
Install equipment
Deploy workloads
Start payments

Dell EMC
**Benefits of Provision and Pay**

- Deploy equipment on your schedule
- Defer technology payments until after the solution is deployed
- Align payments with chargebacks
- Eliminate project delays resulting from extended lead-time
- Proactively accommodate emergency requests for equipment

**Example: Synching technology payments with quarterly growth**

To accommodate rapid growth, a cloud hosting provider needed to add five new servers each quarter for the next three quarters. They did not want to pay up front but did not want to deal with long lead times either. Dell’s Provision and Pay allowed them to plan ahead, receive equipment and deploy their new servers before payments were due.

The chart below illustrates the deployment, billing and refresh lifecycle for the fifteen servers added.

<table>
<thead>
<tr>
<th>Month</th>
<th>Equipment deployed</th>
<th>Equipment being billed</th>
<th>Equipment being refreshed</th>
</tr>
</thead>
<tbody>
<tr>
<td>0 months</td>
<td>$0</td>
<td>$0</td>
<td></td>
</tr>
<tr>
<td>3 months</td>
<td>$995</td>
<td>$995</td>
<td></td>
</tr>
<tr>
<td>6 months</td>
<td>$1,995</td>
<td>$1,995</td>
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</tr>
<tr>
<td>9 months</td>
<td>$2,995</td>
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<tr>
<td>12 months</td>
<td></td>
<td>$2,995</td>
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<tr>
<td>24 months</td>
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<td>$2,995</td>
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<tr>
<td>36 months</td>
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<td>$1,995</td>
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<td>42 months</td>
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<td></td>
</tr>
<tr>
<td>45 months</td>
<td></td>
<td>$995</td>
<td>$995</td>
</tr>
</tbody>
</table>

At this point, all 15 servers will have been refreshed, and a new monthly payment will be applied.

**Learn More >**

Engage your Dell EMC or Dell Financial Services sales representative.