



## Leasing Solutions Provide Flexibility, Savings

More companies than ever are choosing to lease their IT assets. CIT makes it easy for customers to add, upgrade and replace IT assets. With a combination of streamlined processes, experienced people and practical policies and practices, CIT empowers commercial businesses and government entities to obtain the technology they need, at a cost they can afford!

**The Challenge** When Newberry College needed new IT equipment, the private school turned to CIT for financing. Newberry had been exploring leasing options for some time, but had not been presented with a solution that met its needs.

“We were looking for a financing company that could provide flexible, cost-effective leasing options,” explains Marc Regier, Director of Information Technology for Newberry College. “And, we needed to move fast. The longer it took to find a financing solution, the longer it would be before we could benefit from the technology that would support our organization.”

The college was looking for faster credit approval, lower costs and structured payments tailored to its budgetary needs. In addition, Newberry wanted to move quickly to obtain product. Working with other financing providers, flexibility and response time were a problem.

Once CIT was engaged in the process, things began to change. After weeks of financial reviews, negotiations and delays working with another provider, Newberry received a solution from CIT within a day.



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**Marc Regier**

Director of Information Technology

Newberry College



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### The Solution

CIT presented a Master Lease Agreement to Newberry that included same day credit approval, lower rates and a quarterly payment schedule that fit the college's budget. "The company delivered above and beyond our expectations in on all counts," said Regier.

The plan even enabled Newberry to lease additional equipment and defer payments until the start of its new fiscal year. After an initial order from the vendor for servers and software, the college placed a second order for desktops and laptops. Each deal was structured separately with different terms, under the umbrella of the Master Lease Agreement.

### The Results

In working with CIT, Newberry College was able to:

- Save more than \$10,000
- Order additional technology equipment
- Receive product with no money down
- Defer payments until the new fiscal year
- Bundle hardware, software and services



### CIT Facts:

- Founded in 1908
- Fortune 500 company, member of the S&P 500 Index
- World's largest publicly held commercial finance company
- Largest independent lessor of IT equipment in the U.S.
- More than \$67 billion in assets under management

CIT is a worldwide leader in technology financing for innovative, flexible leasing solutions. To learn more about how CIT's leasing solutions can work for you, call **800.730.9233**.

**CIT - Your trusted source for financing solutions**