

Leasing Frequently Asked Questions*



Five Reasons to Lease

- Protection against advancing technology
- Predictable monthly payments
- Lower upfront costs
- Flexible pay structures
- Ability to bundle costs

Who can lease?

Any company, organization or association. Leasing is not presently available to individuals.

What happens before I get the equipment?

Your CDW account manager will refer you to a leasing company that fits your business requirements. The leasing company will then review the credit information supplied on your application. A leasing specialist reviews the process and documents with you. The documents are prepared by the leasing company. Once you approve and sign the paperwork, your equipment will be shipped.

What factors determine credit worthiness?

The leasing company will generally look at: length of time in business, references from bank and credit bureau ratings.

How is the monthly payment calculated?

Your monthly payment is determined by a Lease Rate Factor — a periodic rental payment to a lessor for the use of assets. Lease Rate Factor x equipment cost = your monthly payment.

How will I be billed?

In most cases, you may have the payment set up to automatically debit your bank account.

Is a down payment required?

This depends on the leasing company and program. Leasing is generally considered 100% financing with one advance payment required. Typically the minimum deposit required is \$1000 with the first and last payment.

Leasing terms

Leasing/finance estimates provided are based on 25-, 36- or 48-month terms. Depending on requirements, shorter terms are available; ask your CDW account manager for details. Minimum purchase amount applies.

What if the equipment I receive has problems?

You will be contacted when your shipment arrives to ensure you received exactly what you ordered. After your initial receipt of the equipment, CDW will troubleshoot problems or replace equipment as defined in your warranty. The Lessee receives all the benefits of “buyer” warranties and is responsible for maintenance. All representation of warranties remain between the lessee and the equipment manufacturer.

How does lessee account for the lease?

The options you choose upfront may have tax and accounting implications. Talk to the leasing company's specialist and your accountant to determine the best options for you.

If my company is new, can I still lease?

Yes, pending credit approval. A security deposit may be required.

Can software be leased?

Yes, software and other soft costs can be added to the lease. Software-only leases are available at special rates — subject to credit approval.

Can equipment be added to a lease?

Yes, simple add-on programs are available throughout the term of the lease, providing there is a minimum of 12 months remaining on the original lease term.

Can service fees, freight and warranties be added?

Yes, installation and service fees can be included to the lease as well as the first-year maintenance contract.

Who owns leased equipment?

The leasing company, as lessor, is the owner of leased equipment. At the end of the lease, the lessee can choose to continue to lease, purchase the equipment or return the equipment to the lease company depending on the leasing company and program.

May I end my lease early?

The ability to terminate a lease early is determined by the terms of the lease and may vary by leasing company.

*Individual lease details will vary depending upon the terms offered by the leasing company.