

Get ahead and stay ahead with

Technology Rotation

Overcome your strategic challenges

successfully execute your plans

Research studies show that

94%

of businesses are facing entrenched barriers to digital transformation¹

¹ Source: Survey conducted by Vanson Bourne on behalf of Dell Technologies, July & August 2020. <https://www.delltechnologies.com/en-us/collaterals/unaauth/briefs-handouts/solutions/it-index-2020-executive-summary.pdf>

Technology Rotation is a business strategy enabling organizations to maintain liquidity, take advantage of current-state technology, and contribute to the circular economy.

Increase business **flexibility**

Strengthen your ability to innovate and handle the unexpected

Improve operational **efficiency**

Enable continual technology improvement and security

Enhance organizational **sustainability**

Promote a responsible approach to technology

The Technology Rotation Lifecycle

Regularly refresh assets throughout the technology lifecycle



End of lifecycle benefits extend into sustainable recycling of the used technology and enable the efficient acquisition again of new, latest state technology.

Our Electronics Disposition Partners have achieved a minimum certification level of ISO 9001, ISO 14001* and ISO 45001* and are audited continually to ensure compliance.

* ISO 14001 and OSHAS 18001/ ISO 45001 certifications and applicable revisions of same no later than one year of Agreement execution date. These are the requirements as of 2019 and are subject to change. For the latest, see the online <https://corporate.delltechnologies.com/en-us/social-impact/reporting/policies-and-positions.htm#tab0-1>

Your entire IT environment

can see tangible ROI benefits with Technology Rotation

CLIENT



Two 3 year renewable leases of PCs over 6 years

SAVES

28%



over buying one PC and keeping it for 6 years²

SERVER



Two 3-year renewable leases of an x86 server over 6 years

SAVES

33%



over buying one server and keeping it for 6 years³

STORAGE



Two 3-year renewable leases on storage systems over 6 years

SAVES

26%



over buying one system and keeping it for 6 years⁴

² IDC whitepaper, sponsored by Dell: "Financial solutions enable your PC lifecycle strategy" February 2019

³ IDC white paper, sponsored by Dell, "Accelerate Business Agility with Faster Server Refresh Cycles" 2017

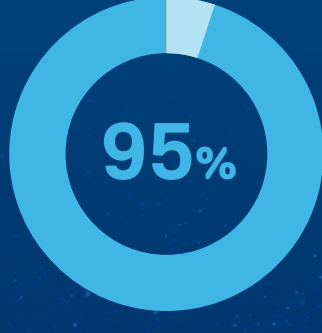
⁴ IDC InfoBrief, sponsored by Dell EMC, March 2019. Making the case for Lease vs. Buy Storage

When you choose a technology rotation strategy to manage your IT solutions, you are contributing to the circular economy because we:

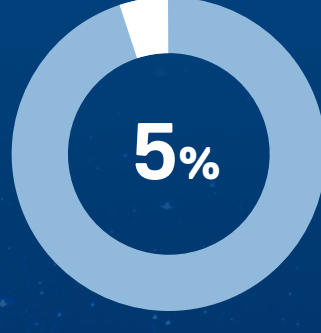
Refurbish hardware at the end of the term

Remarket hardware after data sanitization

Recycle hardware in a secure and environmentally conscious manner



95% of systems are refurbished, gaining a second life by being resold.



The remaining 5% are recycled in adherence with local regulatory guidelines such as the EPA in USA, WEEE in Europe and NTCRS in Australia.

Technology Rotation

is designed to help customers succeed by gaining a strategic advantage to enable digital transformation

FLEXIBILITY

Immediately take advantage of increased business flexibility

EFFICIENCY

Power up your organization and become more effective

SUSTAINABILITY

Meet sustainability goals responsibly

Learn more at DellTechnologies.com/PaymentSolutions