



# AFS Commercial Credit

## Benefits of AFS Commercial Credit

**Prompt approvals.** Credit decisions can take less than an hour for transactions under \$50,000.

**Range of payment structures.** Choose plans that vary between 12 and 60 months.

**Flexible terms.** Match payments to budget levels, revenue streams, or cash-flow requirements.

**Bundled solution.** Incorporate software, hardware, and service and support in a single lease.

**Trade-in options.** Get credit for trading in equipment.

**Experienced service.** Get help tailoring your lease from our knowledgeable AFS representatives.

Apple's wide range of innovative technology offerings—including hardware, software, and business services—keeps your company productive. But with today's fast pace of change, staying current can be costly. That's why Apple created AFS Commercial Credit, a comprehensive program that lets you use the latest equipment without the risks and capital outlay associated with technology ownership.

## Total Financing Solution

The AFS Commercial Credit lease program allows businesses to finance from \$1000 to multimillions of dollars for the acquisition of hardware, software, and services from Apple and other technology companies. It's a convenient, single source for a total technology financing solution.

AFS Commercial Credit leases can make acquiring equipment and services more cost-effective and help your business become more profitable.

### Low payments and no book loss

Leasing can make sense for all sorts of business expenditures, but it's especially smart for IT costs. A top-of-the-line technology solution purchased today will probably be worth a fraction of the equipment price in three years. An AFS Commercial Credit lease allows you to match your payments to your equipment's useful economic life.

Leasing also transfers the risk of book loss to the leasing company (book loss comes from owning equipment with a book value higher than its market value). With no initial cash outlay and low monthly payments, leasing can improve your organization's cash flow.

### Advantages over bank loans

AFS Commercial Credit leasing offers special benefits that traditional banks simply can't offer. AFS leases incorporate hardware, software, services, and solutions for 100% coverage of a technology acquisition. Traditional loans typically don't include software, support, or training. And unlike bank loans, AFS Commercial Credit payments may be fully tax deductible (consult your tax advisor for details).

### Improving your company's cash conversion cycle

Your company's profitability depends on the cash conversion cycle. Leasing minimizes your initial cash outlay by spreading the cost of the equipment over the lease's term. By distributing your equipment payment over time, your company has more cash during the life of the lease. Leasing improves your cash conversion cycle and enhances your bottom line.

### Trade-in and disposal options

AFS Commercial Credit offers leases with trade-in and disposal options. If you choose a lease with a trade-in option, you don't need to be concerned about complying with complex disposal regulations, selling old equipment for prices that rarely cover expenses, or using valuable staff time to arrange charitable donations. The AFS trade-in program offers credit for all makes of equipment that have economic value and provides for the disposal of obsolete equipment, lowering your outlay on a new solution.

## Technology Lease Solutions

AFS Commercial Credit offers several lease options so businesses can select the features that are right for them.

- **The Fair Market Value Lease** provides shorter terms and the option to upgrade to the latest technology at lease end, to purchase the equipment from AFS Commercial Credit for its then fair market value, to return the equipment, or to extend the lease at a negotiated rate. This lease offers protection from technology obsolescence.
- **The 10% Purchase Option Lease** allows businesses to upgrade to the latest technology at lease end, to purchase equipment at lease end for 10% of the original equipment price, to return the equipment, or to extend the lease at a negotiated rate. It's an excellent choice for businesses that need to establish their buyout price in advance or are unsure of their future technology plans.
- **The \$1 Purchase Option Lease** lets you purchase equipment at lease end for just \$1. This plan is often used for transactions that include a large soft-cost component (for example, software, training, and installation). AFS Commercial Credit offers 100% software financing for qualified customers.
- **The Operating Lease** provides off-balance-sheet financing with options for shorter terms. The term for an operating lease is shorter than the expected useful life of the equipment. Shorter-term leases help you stay ahead of equipment obsolescence and obtain the latest technology.
- **The Master Lease** puts multiple equipment orders under a single lease agreement to consolidate paperwork into a single, monthly invoice. This lease meets the needs of customers who require multiple deliveries over time or want a staggered installation schedule.

## Life-Cycle Solutions

Life-Cycle Solutions can help your business stay competitive by managing equipment obsolescence. As leased technologies age, you can choose to dispose of them, trade them in, replace them, or even trade up. Life-Cycle Solutions are available as part of all AFS leases.

- **Trade-in/Disposal.** AFS Commercial Credit makes disposing of old equipment hassle-free. You pay nothing and even receive trade-in credit on qualified equipment when you lease new equipment.
- **Add-on Lease.** Acquire additional equipment by adding to an existing lease at any time, with no money down.
- **Trade-up Lease.** Upgrade to the latest equipment to increase productivity without increasing the complexity of your lease.

## For More Information

Contact your Apple Financial Services representative at 800-APPLE-LN or visit [www.apple.com/financing/leases/commercial](http://www.apple.com/financing/leases/commercial).