



## EDUCATION: EMPOWER YOUR INSTITUTION

When budgets in your institution are tight, keeping up-to-date with ever-changing technology can be difficult. At Econocom, we enable your students and teachers to benefit from the latest digital solutions while maintaining a stable budget.

Our fully compliant operating leases will help you spread the cost of your next technology investment over a period of time to suit you. This means that your institution can rely on us to deliver tailored solutions that are always within budget, no matter the size or level of project in your school, academy, college or university.

### SOLUTIONS DESIGNED TO MATCH YOUR BUDGET

- Spread the cost of your IT evenly, avoiding investment peaks
- Preserve your cash for core educational activities
- Assets are all collated into a single schedule
- Thanks to residual value investment, you don't pay the full cost of assets
- Any resulting lease can be treated as a revenue, rather than a capital expense

### SIMPLE, FLEXIBLE AND TRANSPARENT PROCESSES

With our easy 6-step lease process, your institution can be up and running with the latest technology quickly:

1. Choose the technology you need with your suppliers
2. Agree on the investment amount needed
3. Choose the duration of your project, and the timing of your lease payments (monthly, quarterly, annually)
4. Suppliers invoice us directly, we only pay on your approval
5. Suppliers deliver the equipment to you
6. We pay the invoices until roll-out is complete

### A STRONG NETWORK OF PARTNERS

AS A KEY PLAYER IN THE EDUCATION MARKET, ECONOCOM PARTNERS WITH A NUMBER OF KEY RESELLERS, DISTRIBUTORS AND SOFTWARE PROVIDERS TO DELIVER THE BEST SOLUTIONS TO YOU. HOWEVER, WE UNDERSTAND THAT YOU HAVE PREFERRED PARTNERS TOO AND RESPECT THAT. WE ARE ALSO HAPPY TO WORK WITH YOUR SUPPLIERS WHEN REQUESTED.

## ECONOCOM: THE TRUSTED PARTNER FOR YOUR INSTITUTION

- We have extensive experience in the education sector with dedicated account managers
- We operate independently of manufacturers, suppliers and banks
- We can provide you with any level of asset information you need
- We remove the logistics and administration burden from you
- We cover the cost of disposal
- We make sure all recycling processes take place in accordance with the WEEE European directive and data is removed from your devices and warranted to that effect

## WANT TO KNOW MORE?

### WHAT IS LEASING?

Leasing is a contractual finance agreement where the user (the lessee) rents from the owner of the equipment (the lessor) over a contracted period (the lease term). This preserves the lessee's cash for use in its core operational activities.

### WHAT EQUIPMENT CAN I LEASE?

A wide variety of technology assets can be leased: laptops, desktops, tablets, servers, telephone systems, CCTV, mainframes, electronic whiteboards, Wi-Fi networks, connectivity, projectors, and LCD screens.

### WHAT LEASE FOR MY INSTITUTION?

**Operating Lease:** It allows your institution to benefit from the use of an asset without taking the risk of ownership. Over time, equipment decreases in value or becomes obsolete. An operating lease takes these obstacles away from you. Operating leases are off balance sheet and can be treated as a revenue expense.

**Finance Lease:** A finance lease means that the lessee has the option to own the equipment leased and therefore takes the risk of ownership. This agreement is not suitable for public funded schools.

### WHAT HAPPENS AT THE END OF THE LEASE?

At the end of the agreed lease period, your institution has the choice to return the equipment, extend the lease term or (with a finance lease) purchase the equipment.

### IS MY INSTITUTION PERMITTED TO LEASE?

All institutions can take out operating leases, including schools. Publicly funded schools can't take out finance leases.

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## LEGACY PROJECTS



Some of our key projects and actions in the education sector include:

- The Econocom Schools Leasing Framework, a simple and fully IAS 17 compliant solution for funding the technology investment of UK schools

- Project in 2020 with TechInclusionUK to refurbish tech donated by Econocom and distribute it to young people in education across Tower Hamlets

- Project in 2011 with Locog (London Organising Committee for the Olympic and Paralympic Games) to finance the Acer ICT equipment used at the London 2012 Olympic Games.