

Technology Refresh Option

The innovative solution for the financial and operational management of your dynamic IT and Telecom infrastructure

Technology Refresh Option (TRO) is a lease concept that allows you to determine the best renewal strategy. TRO respects budgets, and the timing of technology upgrades is geared to the needs of your organization.

Flexibility

- TRO offers your organization flexibility in your investment and replacement needs based on a six-month refresh volume.
- Thanks to pro-active financial auditing, operational flexibility and extensive reports, Econocom's TRO offers a powerful tool to reduce your Total Cost of Ownership and to increase the internal satisfaction of end users.
- The parameters of your lease contract can be adjusted at every bi-annual evaluation to stay in line with possible changes in your organization.

Optimization

- TRO is a lease agreement that separates the financing and management from the lifecycle of the leased equipment.
- Econocom can also take over the equipment you purchased at net book value, which not only allows you to switch sooner to newer technology, this also gives you the advantage of a one-time cash injection.
- Because all investments are included in the same lease contract, you only receive one invoice for all IT and Telecom investments.

Control

- TRO gives your Financial Management an instrument to keep your IT and Telecom budgets under control.
- At the same time, your ICT Management has the necessary flexibility to replace the IT and Telecom equipment as needed. The timing of replacement is not defined by the lease contract, but by your internal company needs.
- Our TRO Project managers guarantee quality control and continuous support and follow-up.

Transparency

- Econocom handles the registration of your asset and billing data and pays your supplier invoices. The administrative task at your end is limited to approving the invoice.
- Through advanced online web reports, information about your IT and Telecom assets, invoices and budgets is always up-to-date and clear.

Benefits for you

Optimum flexibility regarding replacement strategy

Continuous follow-up of your IT and Telecom budgets

Link between financial and operational data

Latest technology at your fingertips without extra costs

No financial impact for extended use of equipment

Overview of realized investments and actual costs

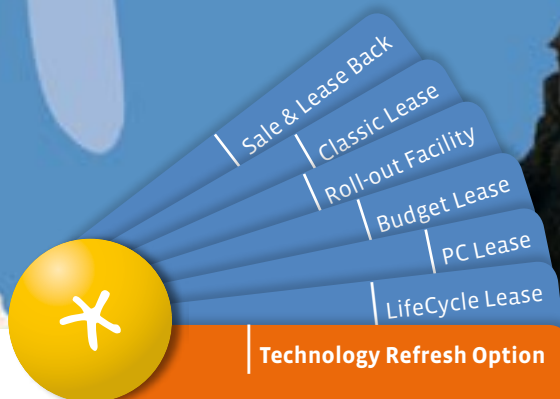
Reduction of your administrative burden

Off balance sheet, IFRS/IAS-compliant financing

Advice, expertise and service from the European market leader

Solutions

*IT Financial Services offers you
a wide range of solutions*



Management Solutions



Technology Refresh Option

- **E-procurement:** Management of requisitions and orders
- **Financial management:** Planning, cost control and internal invoicing
- **Asset management:** IMAC
- **Lifecycle management:** Follow-up and control of asset lifecycles
- **Management reporting and information**
- **Optimization of processes and procedures**

Operational Solutions

- **Asset Reporting**
- **Budget Reporting**
- **Invoice Reporting**
- **Budget monitoring and control**
- **Management of purchased assets**
- **Logistics related to asset removal**

Financial Solutions

- **Off balance sheet financing**
- **Cash injection**
- **Remarketing**
- **Expertise regarding financial regulations**
- **Follow-up of supplier invoices**
- **Insurance**

