

# **ATTACHMENT TO AGENDA ITEM**

**Ordinary Meeting**

**15 September 2015**

<b>Agenda Item 5.1</b>	<b>Contract No. 1404/1710 IT Products and Services - Workstation Fleet Renewal</b>	
<b>Attachment 1</b>	<b>Greater Shepparton City Council - Rental Proposal 4 Years 4 Aug 2015.....</b>	<b>111</b>



Dell Financial Services  
 Building 3  
 14 Aquatic Drive  
 FRENCHS FOREST NSW 2086

Telephone +61 2 8972 5000  
 Fax +61 2 8972 6666  
 Internet [www.dell.com.au](http://www.dell.com.au)

Grant Barry  
 Greater Shepparton City Council  
 90 Welsford St  
 Shepparton VIC 3630

Tuesday, August 04, 2015

Dear Grant

#### INDICATIVE PROPOSAL FOR LEASE FINANCE OF TECHNOLOGY EQUIPMENT

Dell Financial Services ("DFS") is pleased to provide Greater Shepparton City Council with the following lease options.

MODEL	Price Each (ex GST)	Quantity	TOTAL COST (ex GST)	TERM (Quarters)	PAYMENT (ex GST)
Dell OptiPlex 9020M	\$1,062.92	340	\$361,392.80	16	\$25,087.27
Dell P2414H 23.8" Monitor	\$247.58	858	\$212,423.64	16	\$14,746.08
Dell UltraSharp U3014	\$1,393.96	12	\$16,727.52	16	\$1,161.20
Dell Latitude E7450	\$2,081.18	97	\$201,874.46	16	\$14,013.78
Port Replicator	\$141.29	97	\$13,705.13	16	\$951.39
<b>Totals</b>		<b>1404</b>	<b>\$806,123.55</b>		<b>\$55,959.71</b>

All payments have been calculated Quarterly in Advance and are exclusive of GST.

#### End of Term Options

Dell Financial Services provides Greater Shepparton City Council with peace of mind should your needs change during the anticipated life of the equipment. At the end of the contract, Greater Shepparton City Council has the flexibility to:

Return	Give notice to return some or all of the equipment.
Upgrade	With current technology to maintain operational efficiency.
Buyout	You may offer to purchase for Fair Market Value.
Extend	The rental term month-to-month, or for a discounted fixed term.

**The Benefits of Dell Financial Services**

DFS's master lease program has been designed to provide our clients with a competitive, flexible and highly efficient leasing program that targets the many issues that relate to technology equipment and refreshment. This approach will assist Greater Shepparton City Council in achieving their financial and technology goals.

**Lifecycle approach to IT leasing**

- one lease facility for multiple equipment types, and evolving technology solutions;
- ability to finance software, warranties and services;
- operational flexibility not common across lease industry:
  - no requirement to return peripheral items (mice, keyboards, laptop bags)

**Integration with Dell**

- finance experts co-located with Dell to provide a coordinated hardware/finance solution (administrative efficiency through systems integration);
- Established processes to ensure end of lease equipment management is as seamless as possible and enhances your overall experience with Dell.

Should you have any queries regarding the proposal please feel free to contact me on 0438 145 636 or at [nicholas\\_coates@dell.com](mailto:nicholas_coates@dell.com). Alternatively I will follow up with you directly in the coming days.

Kind regards,

Nicholas Coates  
Dell Financial Services