

Financing for Every Stage of Government IT



GTSI Financial Services help government agencies acquire, manage, and support the IT infrastructure required to advance their missions both today and tomorrow – without the need for large capital investments.

Our solutions work to deliver a financing plan that keeps your IT on the leading edge, while providing alternatives to the responsibility and burden of purchasing, owning, and maintaining your technology assets.

We approach the cost of IT as it should be, as an operating expense of running your agency. And by creating a program that shifts IT costs from your capital to your operations and maintenance (OMA) budget, we give you a cost-effective means for acquiring and implementing the robust systems you demand, without the impediment of current capital funding constraints.

With a financial solution from GTSI, you get more flexibility and control over your IT assets. You have the ability to accelerate your deployment schedules, and avoid the pitfalls of phased deployment, thus realizing the benefits of technology sooner. You not only get the infrastructure you need now, but can efficiently plan for its inevitable refreshment, thus ensuring your future IT requirements will meet mission objectives.

What's more, with GTSI, you have access to a range of professional services, from assessment and acquisition through disposal, that provides for every stage in the life of your IT – all in one comprehensive financing plan from a single, reliable source solely dedicated to serving government IT.

The Right Plan for Your Needs

GTSI Financial Services provide you with a range of turnkey financing programs that allow you to quickly deploy state-of-the-art IT infrastructures while preserving capital for other mission-critical initiatives. Our experienced professionals are familiar with the funding requirements unique to government agencies – in fact, government is our only business. As a result, you get a financing solution tailored to meet the specific budget and technology challenges facing agencies and departments today:

With an Alternative Payment Plan (APP), you get flexible yet predictable payment terms aligned with your financial tools and directives. APPs

are appropriate for covering maintenance only, software only, or short term arrangements with intent to own, covering less than 12 months.

A Lease to Own Plan (LTOP) allows you to make regular payments for an established period of time, and then take ownership of the assets at the end of the lease term. LTOPs work for agencies desiring ownership of their technology outright – and spread the payments over multiple fiscal years.

With a Lease with Option to Own Plan (LWOO), you have the choice of purchasing the equipment at the end of the lease term or returning your leased assets for new technology – thus facilitating planned IT refresh. LWOOs are perfect for agencies that do not want to own obsolescing IT assets and prefer a pay-to-use model with the option to replace their technology as new advances occur.

The Comprehensive Advantage of Technology Lifecycle Management

The most comprehensive financial service is GTSI's Technology Lifecycle Management (TLM), which helps you plan for the financing of every phase and all aspects of the life of your IT. In addition to providing for IT hardware and software assessment, acquisition, and implementation, TLM helps you finance equally critical

but less tangible components such as project management, expert engineering, support and warranty services, training, asset management, technology refresh and disposal and more. TLM is the best solution for agencies looking for large-scale hardware and services, and want a single source for performance metrics.

By delivering "IT as a service," TLM results in significant savings in your total cost of ownership (TCO), since all services are contracted for up front, with a set price for the life of the contract, thereby hedging against out-year increases. Capital, maintenance, and asset disposal are all considered under TLM – and all encompassed in a single financing plan that uses standard contracting language.

The Proven Benefits of GTSI Financial Solutions

With GTSI, you can be assured of keeping pace with rapid IT advancements through a financing plan that conforms to government requirements. You eliminate big, up-front investment costs, allowing you to manage your budget more effectively by converting capital expenditures into a predictable, regular operating service fee. You avoid the pitfalls of phased deployment. You can upgrade your IT assets without a major outlay,

making it financially easier to implement large-scale projects. You eliminate the costs and frustrations of maintaining, storing, or disposing of obsolete equipment. Ultimately, you can lower your TCO by deploying a more complete solution at a lower monthly cost that remains constant from year to year, with no surprise increases.

Whether you need to maximize a limited budget, optimize your IT assets, easily refresh your infrastructure or rapidly adapt to changing demands, at GTSI you'll find a financing solution that meets your needs exactly.

**For more information contact
GTSI Corp.
800.999.GTSI
GTSI.com**



GTSI Corp. is the first information technology solutions provider offering a Technology Lifecycle Management (TLM) approach to IT infrastructure solutions delivered through industry-leading professional and financial services. GTSI employs a proactive, strategic methodology that streamlines technology lifecycle management, from initial assessment to acquisition, implementation, refresh, and disposal. TLM allows government agencies to implement solutions of national and local significance quickly and cost-effectively. GTSI's certified engineers and project managers leverage strategic partnerships with technology innovators. These experts use proven, repeatable processes to design, deploy, manage, and support simple to complex solutions, to meet governments' current and future requirements and business objectives. GTSI is headquartered in Northern Virginia, outside of Washington, D.C.