



TRILOGY

*Full Service Hi-Tech Leasing  
HP Business Partner*

# TRILOGY LEASING

*Trilogy Leasing Co., LLC (“TLC”) provides a wide variety of leasing hardware products at every level of need and sophistication. Our highly competitive pricing is always supported by our quick response service. Our 140 years of combined experience in this industry has prepared us to better serve our customers.*

**TLC Offers A Wide Variety of Leasing Options Designed to Meet Your Company’s Specific Needs.**

**FAIR MARKET VALUE LEASE.** Also known as an “Operating Lease”.

*It is our lowest priced lease, where payments reflect usage. This lease is our customers’ preferred choice and the core of TLC’s offerings.*

**CAPITAL LEASE.** This is often referred to as a “\$1 Buyout Lease.” Payments are structured to enable the customer to purchase the leased equipment for one dollar at the end of the term.



## Customers

7-Eleven, Inc.  
Abbott Laboratories  
ABN AMRO Bank N.V.  
ADP, Inc.  
Aetna Life Insurance Company  
Affiliated Computer Services, Inc.  
Alion Science and Technology  
American Stock Exchange, LLC  
American Trans Air  
American United Life Insurance Company  
Appeal Press & Service Co., Inc.  
Applera Corporation  
Ardasley Partners  
Arnold & Porter LLP  
Aventis Pharmaceuticals Inc.  
Avis Rent A Car System, Inc.  
Bally Total Fitness  
Bank of America, N.A.  
Beckman Coulter, Inc.  
Black Star Publishing Co. Inc.  
Blue Cross and Blue Shield of Florida, Inc.  
Board of Trade Clearing Corporation  
Boston Financial Data Services, Inc.  
Budget Rent A Car System, Inc.  
Calpine Corporation  
Cendant  
Chicago Board Options Exchange, Incorporated  
Chicago Merchantile Exchange  
Chicago Stock Exchange, Incorporated  
Choice Logistics  
CIBA Vision Corporation  
Citigroup  
Colgate-Palmolive Company  
College of American Pathologists  
Conair Corporation  
Crompton Corporation  
Dycom Industries, Inc.  
Edward Don & Company  
Elementis America, Inc.  
EMC Corporation  
Florida Crystals Corporation  
Genesis Health Ventures, Inc.  
Great West Casualty Company  
Hardy Holzmann Pfeiffer Associates, LLP  
Imperial Toy Corporation  
Inland Paperboard and Packaging, Inc.  
Interface Fabrics Group, Inc.  
Irex Corporation  
ISP Management Company, Inc.  
Jefferson Smurfit Corporation (U.S.)  
JVC Americas Corp.  
Key Benefit Administrators, Inc.  
L. L. Bean, Inc.  
Liberty Mutual Insurance Company  
Liberty Travel  
Lillian Vernon Corporation  
Maverick Trading, LLC  
Maxwell Shoe Company Inc.  
McCracken Financial Software, Inc.  
Mediterranean Shipping  
Mega Life and Health Insurance  
Merck & Co., Inc.  
Merrimack Mutual Fire Insurance Company  
Metavante Corporation  
Motorola, Inc.  
New NGC, Inc. d/b/a National Gypsum Company  
Nortel Networks Inc.  
Novartis Pharmaceuticals Corporation

## Customers

*Oyagen, Inc.*

*Pegasus Logistics Group*

*Penson Worldwide, Inc.*

*Peoples Energy*

*PerkinElmer*

*Pitney Bowes Inc.*

*Polsteam USA*

*PricewaterhouseCoopers LLP*

*Princeton Softech*

*Random House, Inc.*

*Revenue Solutions, Inc.*

*Rockridge Advisors*

*Rossimoda USA Inc.*

*Satyam Computer Services Limited*

*Securities Industry Automation Corporation*

*Siegel-Robert, Inc.*

*Siemens Power Generation, Inc.*

*Sony BMG Music Entertainment*

*Spike Trading*

*State Street Bank and Trust Company*

*Sterling Testing Systems, Inc.*

*Stone Container Corporation*

*Suburban Propane, LP*

*SunGard Recovery Services*

*Tetley USA Inc.*

*TGS-NOPEC Geophysical Company, L.P.*

*The Guardian Life Insurance Company of America*

*The Hartford Steam Boiler Inspection and Insurance Company*

*The Institute of Electrical and Electronics Engineers, Inc.*

*The Johns Hopkins Health System Corporation*

*The Nation*

*The New School*

*The Timken Company*

*Tiffany and Company*

*Utility Shared Services Corporation*

*Van der Moolen Specialists, USA LLC*

*Virgin America*

*WWR International, Inc.*

*Wawa, Inc.*

*WDDG*

*Westinghouse Electric Company LLC*

*Ziff Davis Publishing Holdings Inc.*



# Leasing Products

Trilogy offers variations to the standard structures. Each of the options described below can be structured as a *Fair Market Value Lease* or a *Capital Lease*.

**Technology Exchange Lease.** This lease enables the customer to maintain state-of-the-art technology in an ever-changing world. Many times, you can upgrade without increasing the lease payments.

**Step Lease.** Designed to match the customer's anticipated cash flow, payments can be structured to be "heavier" up front or at the end of the lease. Other customized options are also available.

**Multiple Acceptance Lease.** Our most popular lease. All the equipment leased and delivered during a given period of time (1 month, 3 months, 6 months, etc.) can be on one equipment schedule. This effectively reduces the amount of paperwork and monthly invoices, while keeping the flexibility you have come to expect.

**Delayed Lease.** Equipment may be acquired while deferring lease or purchase payments until budgetary constraints are satisfied.

**Purchase Leaseback.** Lease the equipment you currently own and receive the benefit of added cash-on-hand. Trilogy will reimburse you for the original cost... your current book value... fair market value... or any other mutually agreed amount. The equipment is leased back to you for the term you choose.

**Split Lease.** A convenient and popular method of combining hardware and software on one lease.

**Software Lease.** Software can be leased and billed separately.

## **...Plus these end-of-lease options**

- Renew the lease month-to-month or for any additional timeframe
- Purchase the Equipment
- Return the Equipment



# *Additional Services*

## *Additional Trilogy Services*

**Supplying Equipment.** Trilogy offers a wide variety of new and previously-owned data processing equipment... for sale or lease.

All previously-owned equipment supplied by Trilogy is certified eligible for the manufacturer's standard maintenance agreement... or is guaranteed by Trilogy.

Contact us before you make a purchase. We can advise you as to whether the equipment you seek is available as previously owned at a highly-discounted price or verify that your discount on new equipment is up to industry standards.

**Buying and Selling.** Your company doesn't lease? No problem! Trilogy sells equipment as well. We will also purchase your unwanted or obsolete equipment.

**Liquidations.** In addition to lease and purchasing plans, Trilogy also offers a liquidation program tailored to your needs. Asset recovery is made simple because a sales network is already in place.

**Technical Support and Consulting Services.** Many customers talk to us first, because Trilogy offers a wide variety of technical assistance in the configuration and sizing of your equipment.

**Customer Reporting.** Lease portfolio information is readily available to be delivered in electronic or hardcopy format.

In other words, one less record keeping chore for you to maintain, and the assurance that the records are always up-to-the-minute.

**Invoicing.** Trilogy can customize invoicing to your specific needs with maximum accuracy and minimum work for your company. We strive to make your job easier.



# Leasing Overview

Trilogy offers you a wide variety of leasing services and hardware products at every level of need and sophistication. Our highly favorable pricing is always supported by our quick-response service.

Our 140 years of combined experience in this industry has prepared us to better serve our customers.

Our specialty is new and previously-owned technology equipment. From PCs and copiers to mainframes and telephone switches, and just about any equipment in between. A variety of capital equipment, from furniture to trailers, can also be leased. We are experts on the fastest IBM and HP equipment.

All previously-owned technology equipment supplied by Trilogy is either certified eligible for the manufacturers standard maintenance agreement or guaranteed by Trilogy.

## ***Leases can be for;***

- Any reasonable time period.
- Equipment can be upgraded at any time.
- Leases can be restructured at the customer's request.
- Many times upgrades can be added while keeping the same original monthly lease payment.

---

**Trilogy's Goals:**

- MUTUALLY BENEFICIAL TRANSACTIONS
- LONG TERM RELATIONSHIPS
- INTEGRITY IN ALL CUSTOMER BANK AND VENDOR INTERACTION



# *Why Should I Lease?*

## *Three Very Sound Business Reasons*

***Leasing Gives You Tax Advantages.*** Operating leases offer off-balance-sheet financing, because the equipment does not appear as an asset on your books. Depreciation schedules are no longer necessary; your company deducts the payments as a standard business expense.

***Leasing Gives You More Flexibility.*** It helps keep costs down and assures you of the ability to stay at the cutting edge of technology. It increases your cash flow, while eliminating many of the risks of ownership. Equipment can be kept for any period of time and returned without the concerns of a depreciation table and asset recovery.

***Leasing Conserves Capital.*** Your capital is available to use on other essential needs. Leasing also keeps your credit lines accessible.

***That is why over 80% of American companies lease today.***



## *Liquidation Program*

Let Trilogy remarket your unwanted data processing equipment. We take the complication out of equipment liquidation. Our wide-ranging resources help maximize the value of your assets. Here's how it works:

At your convenience, Trilogy arranges to pick up the equipment and deliver it to our refurb facility. It is audited and tested to determine the current fair market value of each piece of equipment. Depending on the quantity of equipment, the process from pick-up to assessment takes approximately two to four weeks.

A report detailing the fair market value is presented to the customer. The equipment is then sold and the proceeds are distributed.

# TRILOGY SOLUTIONS

*Trilogy Solutions, LLC is a Hewlett-Packard enterprise authorized channel partner, designing, selling, and implementing the full range of HP hardware and software products.*

- ◆ *Innovative Money Saving Solutions for Your Business*

---
- ◆ *Minimize Downtime*

---
- ◆ *Improve Level of Customer Satisfaction*

---
- ◆ *Our Knowledge and Experience Equals Implementation of Superior Solutions*



TRILOGY  
LEASING



TRILOGY  
SOLUTIONS

gold business partner



i n v e n t



# TRILOGY

CORPORATE OFFICE

2551 Route 130

Cranbury, New Jersey 08512

Tel.: 609-860-9900

Fax: 609-860-9974

[www.trilogyleasing.com](http://www.trilogyleasing.com)

[www.trilogysolutionsllc.com](http://www.trilogysolutionsllc.com)

---

Trilogy has offices  
conveniently located  
nationwide



gold business partner



