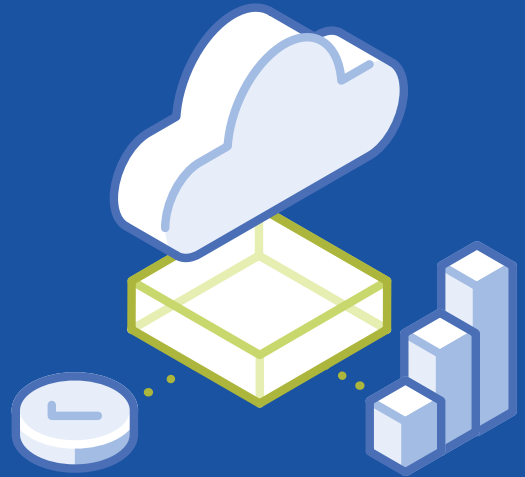


Overview of Nutanix Financial Solutions



NFS is part of Nutanix

Why use payment solutions with NFS



Now more than ever Government, Enterprise and Corporate organisations are choosing alternative payment options over Capex for IT purchases. NFS transitions upfront costs into periodic costs, thereby allowing customers to conserve much needed capital.

A flexible financing package (FFP) for IT reduces the Total Cost of Use (TCU) and enables greater flexibility - allowing businesses to remain profitable, competitive and nimble. Using APO's, NFS can accelerate the acquisition of mission critical infrastructure include the state of the art Hyperconverged platforms provided by Nutanix.

IT payment options with NFS can accelerate the acquisition of mission critical infrastructure include the state of the art Hyperconverged platforms provided by Nutanix.

Services Include



Flexible payment options - that encompasses your entire solution of hardware, software and services into one easy payment.



Removal of the legacy environment - Our services include the packaging, collection, removal, transport and wiping of the old equipment using authorised technicians.



Buy Back - of a client's legacy environment. This frees up critical cash reserves which can be used to acquire new on premise solutions.



Asset Lifecycle - Lifecycle Management and reporting using NFS's globally recognised software platform.



Upgrade any time either during or at the end of your Payment plan.

Financial Drivers

1. Avoids significant upfront cash outlay and payment options can be cheaper than capex
2. Preserves and diversifies banking lines of credit
3. Improves cash flow and aligns payment with the use of the equipment
4. Reduces total solution cost due to the investment that NFS makes in the equipment

Business Drivers

1. Preserves business critical cash for other core business investment.
2. Improves agility and flexibility
3. Reduces Total Cost of Ownership and Use
4. Bundles total solution of Hardware, Software and Services into the one payment plan

Technological Drivers

1. Enables Subscription style payment structure
2. Protects against technology obsolescence
3. Removes the burden of equipment disposal
4. Enables asset management and reporting easier and in real time

Contact Raj Merai or Simon Cubbin for further information

Raj Merai
Tel: +61 425 299 590
Email: raj.merai@nutanix.com

Simon Cubbin
Tel: +61 413 343 374
Email: simon.cubbin@nutanix.com



Benefits to Customers

1

Preserve cash and banking lines by avoiding large lump sum payments.



2

A flexible financing package can be cheaper than capex.



3

Spread payments over time in line with useful life of equipment.



4

Avoid technology obsolescence.



5

The golden rule - Lease what depreciates, buy what appreciates.



Contact Raj Merai or Simon Cubbin

Raj Merai
Tel: +61 425 299 590
Email: raj.merai@nutanix.com

Simon Cubbin
Tel: +61 413 343 374
Email: simon.cubbin@nutanix.com



Frequently Asked Questions



“Why use a flexible financing package instead of cash?”

Suppose a client takes the capital for the equipment purchase and reinvests that cash in core business growth, such as advertising, inventory purchasing, or hiring and training new employees.

NFS is an investing partner in the solution which reduces the net payment over time*. Alternative payment option can be cheaper than capex due to this investment that NFS makes in the solution.

FAQ - Planning is essential. Now is the time to prepare for next quarter. NFS offer plans that will allow clients to take on the Nutanix solution now and make an initial lower payment that steps up from next quarter onward.

“How can I make the equipment purchase part of my budget this year?”

An NFS Payment Option can translate capital outlay into monthly/quarterly payments; which we can structure to accommodate clients budget constraints.

“I don’t want to rush into anything, should I just call next quarter when I am sure?”

Planning is essential. Now is the time to prepare for next quarter. NFS offer plans that will allow clients to take on the Nutanix solution now and make an initial lower payment that step up from next quarter onward.

“How does NFS compare to the bank?”

Our implicit interest rate is typically lower than the banks and we are normally much more flexible and proactive.

We are an investing partner in the Nutanix solution you select, meaning our net payments over time will be normally much more competitive than the bank. NFS does not require down payments and compensating balances like a bank; we also finance soft costs, professional services, project management, installation etc; whereas a bank may not.

We do not tie your payments to an index, your payments are fixed for the entire term of the payment solution you choose. We offer you an additional, and less restrictive, line of credit. Financing with NFS protects existing bank credit lines, allowing clients to preserve these for critical core business activity.

“What if I would like to get financing for more than five years?”

The defined useful life of IT equipment rarely exceeds five years. Whilst we can’t predict the future, we can be certain that technology will always evolve and improve. “This is why smart companies own what appreciates in value, and lease what depreciates in value” Warren Buffet

“What if I do not want to own this equipment in three years?”

No problem. Talk to NFS anytime and we can help you take ownership of some or all of your platform. On and off Premises platform solution options further protect against obsolescence by allowing you to flexibly upgrade or refresh part of your IT portfolio anytime.

“What happens to my legacy environment?”

Nutanix research confirms the fact that legacy IT systems are a major barrier to clients responding to business challenges. At Nutanix, we are hardware agnostic and can help with the challenge. NFS can audit the old assets anywhere in the country confirm the depreciated value of the old environment allowing us to free up capital and give this back to the client to use toward the new solution.

“How do I dispose of it if I don’t want to keep it?”

NFS can collect, package, transport, wipe and provide a certification confirming clients company data is removed.

“How do I find the time to investigate this when I am already busy thinking about the new solution needed?”

You don’t need to. NFS can take care of this. You only need to focus on your business in the future.

“Does it matter which reseller I use?”

No. NFS is reseller and equipment agnostic

“Does it matter if I want to use my own finance provider?”

No. You are entirely free to use whoever you wish for finance. We would always recommend you compare all payment options closely to make sure you are getting the best options for your business.

