

# EQUICO LEASING INFORMATION GUIDE

## New Zealand's School Leasing Specialists

Leasing is an effective tool to overcome the up-front capital requirements when purchasing ICT equipment. This enables your school to obtain the technology needed today.

**equico**™  
Funding Technology



# What are the biggest technology challenges facing schools today?

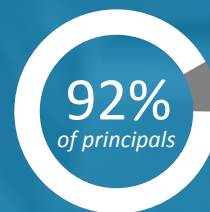
With 70% of principals agreeing that digital technology is having a profoundly positive effect on learning, relevant ICT resources are becoming an invaluable part of our education system\*.

New Zealand schools have been performing under the growing need for technology in classrooms. The pace at which technology becomes obsolete poses a great challenge to the education environment. Regularly refreshing redundant technology and infrastructure is the sole way to overcome this challenge and provide an optimal learning environment.

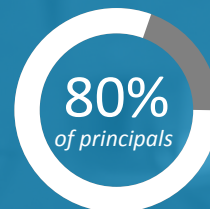
\*The following information has been obtained from the *Digital Technologies in New Zealand Schools 2014 Report*



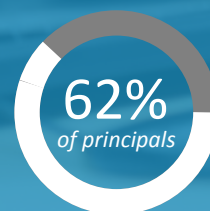
## ICT Challenges for Schools



**Cost of technology** is a barrier.



**Speed of technological change** is a barrier.



**Network infrastructure** is a barrier.



# Leasing as a tool to overcome these challenges

New Zealand businesses and schools face similar technology procurement needs. Therefore it makes sense that schools employ business solutions to tackle their ICT challenges. The practice of leasing equipment is one of the most powerful business tools being adopted by schools. It enables schools to maximise learning potential and ease high up-front costs.

To overcome these obstacles, schools need a more dynamic solution than that of a typical procurement model.

## Leasing Solutions for Schools



### Increased buying power

Leasing allows schools to get the technology they need, when they need it, and in greater volumes for lower costs.



### Update at the end of term

Leasing enables schools to regularly update their equipment before it becomes obsolete. This means that the tools stay current, and the school is spared the hassles of obsolete asset ownership.



### Conserve cash flow

Large purchases, such as servers and infrastructure upgrades, can create a major drain on school budgets. This forces schools to decide between their ICT needs and their other important projects. Whichever one they choose, one aspect of the school is going to suffer delays. Leasing can spread the cost of upgrades over a number of annual budgets, freeing up funds for other needs.

# Why choose leasing?

The main purpose of technology in schools is to assist the education process, and help teachers and students achieve better results. Leasing means that schools can keep the focus on creating an effective learning environment.

Other benefits include:

- ✓ No significant up-front costs
- ✓ No ownership costs
- ✓ Effective asset management
- ✓ Peace of mind
- ✓ Consistent technology for students
- ✓ Up to date technology
- ✓ Facilitates responsible disposal
- ✓ Helps with planning and budgeting
- ✓ Acquire more within budget

# Simple Process

## Step 1

### Get a Quote

Either Equico can source quotes on your behalf or we can work with a quote from a supplier of your choice. To get a quote call 0800 378 426 or e-mail [quotes@equico.co.nz](mailto:quotes@equico.co.nz).

## Step 2

### Accept the Quote

Advise when you are ready to proceed and leave the rest to us.

## Step 3

### Get started

Get the technology and the agreement begins.





# How other schools have benefited from leasing

"Leasing has enabled us to stagger the introduction of digital technology without an expensive outlay. It has made it possible for us to get the benefit from the devices and pay over a period of time. In a community such as ours where donations are small and locally raised funds not much more, it has been a great solution to the problem of the digital divide that can exist between low and high decile school communities."

*Sue Jury – St Claudine Thevenet School  
Lower Hutt*

"After a lease expires we are free to lease whatever equipment is newer, faster and cheaper. It makes us constantly question the state of our equipment and removes some of the enticement to hold equipment beyond its useful life."

*Bruce Kearney - Kaiapoi High School  
Canterbury*

# What happens at the end of term?

Equico works closely with you prior to the expiry of the lease agreement. We contact your school well in advance with the End of Lease notice information and options.



## Upgrade

This is the most common option amongst schools. The equipment is returned and new replacement equipment is ordered.

- Keep up to date with technology.
- Link payments to the useful life of the equipment.
- Effective asset management



## Extend

This is an excellent option if you need to hold on to the equipment for a period while deciding on the best options for your school.

- Never get caught without equipment.
- Never disrupt the current running of your school.



## Purchase

In some instances schools may wish to buy out some or all of the equipment on lease. In these cases it is easy to request a quote.



Contact one of our dedicated School Leasing Specialists on 0800 378 426

Visit: [www.equico.co.nz](http://www.equico.co.nz)