



## Dare to Compare!

### Why you'll make lower monthly payments with our standard fair market value lease than with so-called "0% leases"

By now, you may have heard about "0% leases" that promise low monthly payments and freedom from obsolescence. It seems so simple—just divide the purchase price by the number of months in the lease term, and that's your low monthly payment.

That monthly payment might *seem* low, but it's no bargain when you consider that, at the end of the lease term, you'll have to return the equipment that you've already paid for *in full!*

Of course, you'll have the option of purchasing the hardware at the end of its lease at the fair market value. *But you will have already paid the entire cost of the hardware!*

Otherwise, you'll be left with nothing after only two years, despite having paid for the entire cost of the system. Still sound like a hot deal?

#### Our low rates mean lower payments than their 0%

When you lease through IBM Global Financing at our everyday low rates, your payments—and your total cost of leasing—will actually be lower than with so-called 0% leases. In fact, depending on the size of your acquisition, you could easily save thousands of dollars over the term of the lease compared to a 0% lease! That's because with a fair market value (FMV) lease from IBM Global Financing, we calculate what the residual value of the equipment will be at the end of the lease term, and you only finance the difference between the original purchase price and the residual value.

You'll still have the option (but no obligation) to buy the hardware at the end of the lease term at its fair market value. But you won't have already paid its entire purchase price, and in the meantime you'll have saved money with each monthly payment.

#### See the difference for yourself!

Don't be fooled by 0% promises. Compare the numbers for yourself, and you'll see there are absolutely zero reasons to choose anyone other than IBM Global Financing for your leases!

#### For more information

- Contact your IBM Global Financing representative.
- Visit the IBM Global Financing Web site at [ibm.com/financing](http://ibm.com/financing)

	\$1,000 purchase price	\$10,000 purchase price	\$25,000 purchase price	\$50,000 purchase price
Monthly cost on so-called 24-month "0% lease"	\$41.67	\$416.67	\$1,041.67	\$2,083.33
Monthly cost from IBM Global Financing on 24-month FMV lease	<b>\$35.00</b>	<b>\$360.00</b>	<b>\$900.00</b>	<b>\$1,800.00</b>

"0% lease" term derived by dividing purchase price by the 24 months in the lease term. IBM Global Financing rates as of 07/13/06, and are subject to change without notice.



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