

# CHG-MERIDIAN

## YOUR IT PORTFOLIO MANAGER

→ Planning, Implementation, Finance



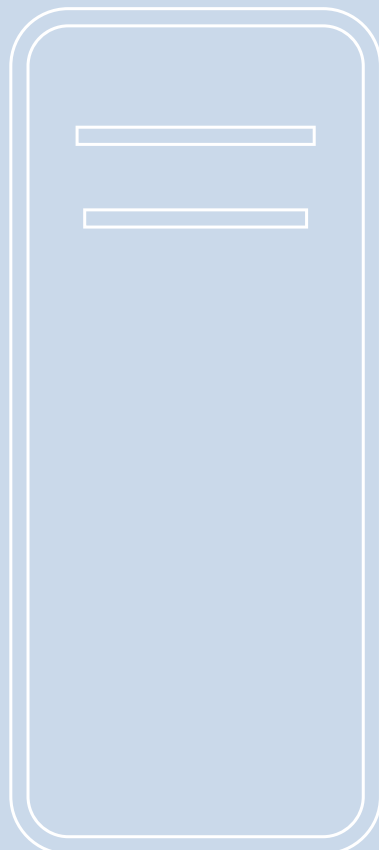
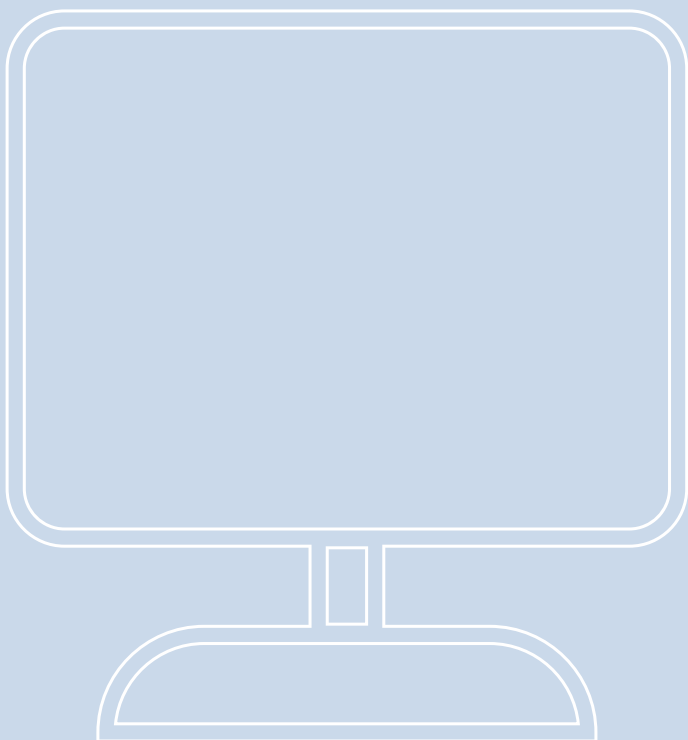
# CHG-MERIDIAN

## YOUR IT LEASING PARTNER

CHG-MERIDIAN has a history of more than 30 years in the successful development and implementation of IT investment solutions. In cooperation with our customers, we are continually improving our concepts of optimising planning, implementation and finance processes. More than ever before companies want to use IT equipment without owning it. Besides increasing flexibility, cost transparency and planning security, leasing improves cash flows.

Monthly rentals simplify budgeting and help to prevent unexpected costs. In order to be able to make use of the opportunities presented by ever-changing technology, we provide excellent support and the ability to modify capacity at any time.

**CHG-MERIDIAN offers a comprehensive portfolio of services tailored to your business needs.**



# TESMA

## A COMPREHENSIVE RANGE OF SERVICES

### Analysis and Optimisation

Regardless of whether you require a straightforward lease, or comprehensive services for a complex IT project, **TESMA** (Technology and Service Management) is the answer. We can provide you with a complete service, which allows you to focus on your core business.

### Financing

We can offer you flexible leasing models, which can be adjusted to your individual needs, for example flexible terms, a choice of payment frequency and early exchange options. The approach is always maximum use of IT equipment at the best price.

### Sale and Lease Back

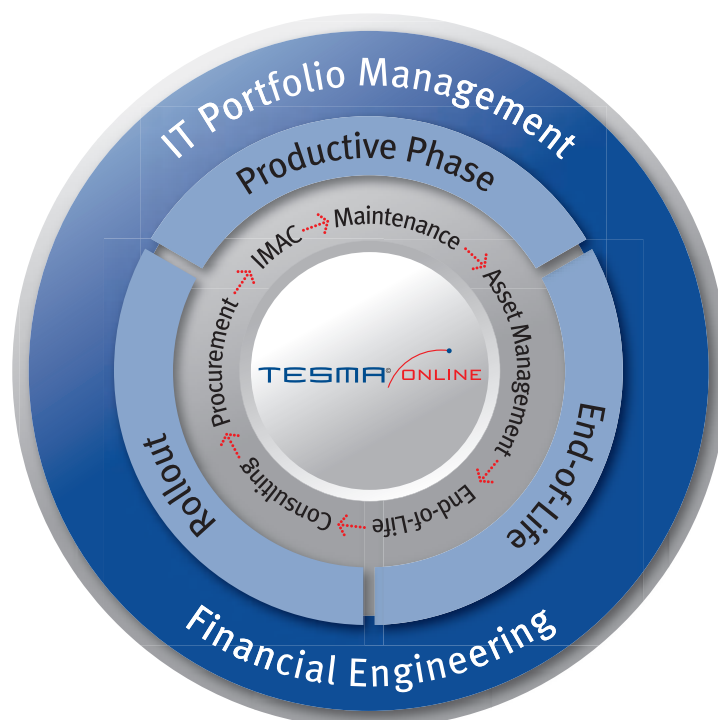
We can purchase the equipment you have installed and lease it back to you for the term you wish. This can increase cash flow and at the same time reduce the risk of your IT inventory becoming obsolete, as you can switch to new technology at any time.

### IT Projects

For cost-optimised planning of an IT project it is important to involve CHG-MERIDIAN at the outset. Project planning, inventory analysis, purchasing, logistics, operations, and end-of-life management – all of these project phases influence the leasing model. As an experienced IT leasing company we can guide and support you in each of these phases. All project related costs can be converted into a monthly lease rate or even a price-per-seat.

### Accounting Standards

Do you require leases in accordance with US accounting standards (US-GAAP) or in accordance with international financial reporting standards (IFRS/IAS)? We have built up a wealth of experience with more than 30 years in business – 19 of the 30 DAX companies are our customers and account either in IFRS/IAS or US-GAAP. Our Operating Lease model can provide you with a solution that incorporates required regulations and still fulfils your need for flexibility.



# TESMA ONLINE

## YOUR CENTRAL COMMUNICATION PLATFORM



## TESMA<sup>®</sup> ONLINE

As a result of the integrated approach pursued by CHG-MERIDIAN throughout the entire IT lifecycle process, a web-based tool has been created, which ensures perfect control of all your IT service processes at any time and in any place, and which can be adapted to your individual requirements without any problems: **TESMA Online.**

In just one click you retrieve all the relevant information of each individual IT device: hardware details, installation details and financial data. Your complete IT procurement chain can be processed quickly and conveniently on the PC – world-wide and around the clock, without requiring any time-consuming software installation and maintenance work. So directly after having placed your purchase order you can access the appropriate configuration data in **TESMA Online** for immediate processing and updating within the scope of further installation processes. The logical steps and process orientation offered by this tool continue right through to the disposal of the IT equipment.

### Benefits for you

- No data entry
- No software installation
- Very user-friendly – you can work productively straightaway
- Provides effective and efficient administration support
- Viewing of leasing and project costs at asset level
- Detailed reporting and controlling of assets
- Assists administration at the end of lifecycle phase
- Simplified invoice control
- Integration of existing customer systems possible

# BROKERAGE

## EFFICIENT REMARKETING



### Brokerage and Logistics Centre

At the end of the agreed leasing term your equipment is not worthless. Our brokerage team and logistics centre in Mörfelden, near Frankfurt specialises in processing, trading and remarketing of used IT equipment. This efficient remarketing of equipment allows us to provide you with competitive leasing conditions.

### Irretrievable data erasure

In addition to remarketing, we also offer certified data erasure. Using this process, sensitive data on hard disks can be irretrievably deleted using state-of-the-art technology.

### Benefits for you

Remarketing proceeds in line with the market value

- No residual value risk
- No remarketing risk
- No time wasted on selling or disposing of old equipment

# CRUCIAL REASONS FOR CHOOSING CHG-MERIDIAN



## **1. CHG-MERIDIAN specialises in IT equipment**

You can benefit from this specialist knowledge, gained from over 30 years in the IT sector.

## **2. Manufacturer Independence**

Manufacturer independence enables you to negotiate more favourable purchasing conditions. In addition to objective and independent advice, you have the freedom to choose any manufacturer.

## **3. Bank Independence**

More flexibility to finance your investments.

## **4. Flexible Contracts**

Modifications even during the minimum term.

## **5. Total Project Finance**

CHG-MERIDIAN can turn all project related costs into one payment stream.

## **6. Full Service**

Our comprehensive range of services can provide you with everything you need. CHG-MERIDIAN can guide your IT project from planning, through purchasing and support to disposal.

## **7. International**

We support you across borders. In 18 countries worldwide we can assist you on-site. For countries where we are not represented, we can provide cross-border solutions.



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