



CASE STUDY: ACADEMIC HEALTH CENTER MET DEADLINES AND BUDGETS WITH LEASING



OVERVIEW

An academic health center in Texas was struggling to get the networking gear they needed that fit within their budget. Summus Financial Services worked quickly with their vendor partner to help the client obtain the equipment and subscriptions needed to ensure the deadline was met, all while staying within their budget.

CHALLENGE

The health center had a strict budget and a deadline that needed to be met to get their technology implemented. In addition, they were on an annual subscription plan where renewal costs escalate and can increase by 12% - 20% each year. Summus Financial Services helped the academic health center get their new gear on time and on budget while getting their unpredictable costs under control.

SOLUTION

Summus Financial Services was able to work with the technology distributor to provide a large discount and price lock for a 5-year software subscription. The discount is a huge incentive as it helped the health center avoid the unpredictable renewal costs, while staying on budget for the duration of the subscription. After a quick turnaround the academic health center have the gear they needed to run their operations, with a leasing solution to fit their needs.

THE DETAILS:

Company Info:

Founded over 50 years ago, this institution is a resource for health care education, innovation, scientific discovery, and excellence in patient care. Located in Houston, it is recognized as one of the nation's most comprehensive academic health centers.

Technology Leased:

- Networking Equipment
- Software Subscriptions
- Professional Services
- Support

BENEFITS SUMMUS FINANCIAL SERVICES PROVIDED

- Local partner dedicated to finding the best solutions for the health center
- Customized solution to fit their specific needs and resources
- Flexibility and customization in lease terms and payment structure
- Bundle software, licensing, and services into one lease
- Vendor agnostic - ability to work with any vendor or manufacturer
- Received 100% HUB credit

