



CASE STUDY:

RESEARCH CENTER GETS THE FLEXIBILITY NEEDED WITH THE HELP OF SUMMUS FINANCIAL SERVICES

THE DETAILS:

Company Info:

This research center is devoted to developing life-saving innovations for their patients. They are located in Texas and have built a strong foundation with multiple facilities and thousands of employees, students, and patients served.

Equipment Leased:

- Laptops
- Desktops



OVERVIEW

A research center was in need of more flexibility when it came to leasing their equipment. Working previously with a vendor captive for their financing left them with little customization and flexibility for obtaining their equipment.

Summus Financial Services provided the customization and flexibility that the research center needed to keep operations running efficiently. A life-cycle refresh program allowed the research center to retain its cash and deploy the equipment right away.

CHALLENGE

The research center was working with a vendor captive financing arm and was not getting the customization and flexibility they wanted, along with being subject to their rigid pricing models. The research center sought a new financing partner for their equipment that will meet their unique needs, budget, and future plans.

SOLUTION

Summus Financial Services implemented a custom solution to help the research center acquire the technology needed with a 3-year life-cycle refresh program. They are able to keep their technology up to date while retaining their cash to invest in their important work and other appreciating assets. The research center now has the flexibility and peace of mind that come with a Summus Financial Services solution.

BENEFITS SUMMUS FINANCIAL SERVICES PROVIDED

- Consultative partner with long term relationship focused on what's best for the client
- Cash preservation - spread out payments over useful life of equipment
- Flexibility and customization in lease terms and payment structure
- Received 100% HUB credit
- Vendor agnostic - ability to work with any vendor or manufacturer
- Life-cycle management - hedging against the risks and high costs associated with obsolete IT infrastructure

