



CASE STUDY:

UNIVERSITY TURNS TO SUMMUS FINANCIAL SERVICES FOR SOFTWARE FINANCING



OVERVIEW

A large higher education facility in Texas needed to re-evaluate financing options for their software that fits within their budget and got them away from escalating renewal costs.

Summus Financial Services provided the university with a solution that gave them a large discount on a multi-year lease.

CHALLENGE

The higher education facility needed a financing partner that would provide them with a software-only lease that fit in their tight budget. This software was essential to their operations and allowed the customer to lock in pricing, while still paying annual lease fee.

SOLUTION

Summus Financial Services implemented a leasing solution that provided the university with a large discount for the software on a multi-year lease. Committing to multiple years with the provider not only secured them the discount, but also locked in the pricing for the length of the 5 year term, allowing the university to enjoy fixed annual payments that fit in their budget.

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 subscription term
- Flexibility and customization in lease terms and payment structure
- Received 100% HUB credit
- Vendor agnostic - ability to work with any software provider
- Life-cycle management - hedging against the risks and high costs associated with obsolete infrastructure

THE DETAILS:

Company Info:

Founded over 145 years ago. This institution offers an abundance of programs for undergraduate, master's, and doctorate degrees.

Technology Leased:

- Software

