

# INSTALLED THERMAL UPGRADES

Financing Solutions



## OVERVIEW

### Turn Your Upgrade Cost Into Manageable Operating Expense

Opting to have your thermal system upgraded by the service experts at Vertiv™ allows you to adapt your data center's cooling needs through variable speed drives (VSDs), electrically commutated (EC) fans, and Liebert® iCOM™ controls.

Fortunately, this upgrade process just got a little easier due to a more manageable cost model. You can start saving now with higher efficiency solutions, and get the availability and capacity you need quickly without a significant initial investment.

Being able to secure low, monthly payments through a leasing program allows you to transform capital expenditures into operating expenses. In addition to other benefits, you can be cash flow positive throughout the span of a typical 60-month lease term.

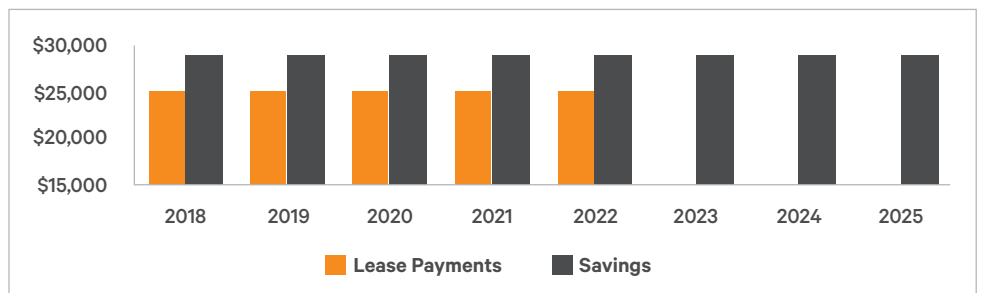
### Benefits

- Secure payments that may be lower than realized savings
- Enjoy predictable payments with fixed-rate leasing and no hidden costs or fees
- Bundle monthly payments covering equipment with installation services
- Customize lease terms ranging from 24-72 months
- Secure 100 percent financing at favorable direct lender rates
- Choose financing options ranging from thousands to millions of dollars

## Finance a Thermal System Upgrade to Save Energy and Money

Utilizing the latest in thermal management technologies in your data centers is a proven approach to improving energy efficiency and saving money. And now our financing options give you a simpler way to upgrade your infrastructure enabling savings now and long after your lease payments end.

### Savings Generated by Installed Thermal Upgrades



## Sample Lease

### EC Fan Upgrade for 11 Liebert Units Plus Optimized Aisle Control

*Includes seven 2T sensors per unit (model DS070ADA) and one supply air sensor per unit*

ANNUAL ENERGY CONSUMPTION AND SAVINGS	
Present System Total	1,245,760 kWh
Future System Total	854,752 kWh

Total Energy Savings	291,008 kWh
Total Cost Savings	\$29,101

LEASE DETAILS AND SAVINGS	
Term	60 months with \$1 buyout
Monthly Payment	\$2,100
Payment Over Full Lease Term	\$126,000
Savings Over Full Lease Term	\$145,505

*Note: Lease rates subject to change*



## Your Financing Source: First American

Vertiv™ has partnered with the financing experts at First American Vendor Finance to make these new leasing options possible. First American is an established leasing company with an experienced management team. They specialize in simplifying complex equipment acquisitions and providing superior customer service.

**See projected monthly payments for your installed thermal upgrade by trying the lease calculator at <http://calc.fae.com/calc/vertiv>.**

## Your Satisfaction Is Our Priority

As a Vertiv and First American customer, you'll enjoy one of the industry's most lessee-friendly master lease agreements. You'll also have a rapid turnaround due to simplified paperwork and will be able to avoid performance covenants and blanket lien filings. Additionally, a personal concierge will help meet your needs throughout the life of your lease. Leasing customers receive complimentary access to First American's online asset tracking system, which features:

- Billing information
- Executed lease documents
- Custom coding of leased equipment by serial number, location, and other user-defined fields
- Accessibility through your internet browser
- Accessibility via an application for iOS and Android users

Leasing options, rates, plans, and lease terms and conditions provided by First American, and such options, rates, plans, and terms are subject to change by First American.