



# SMART Technologies Leasing Program

## Business

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## FAQs

### Who can utilize the Leasing Program?

Any US business, organization, association, K-12 School, or higher education institution, pending credit check. Leasing is not presently available to individuals.

### Can the Leasing Program have non-SMART Products?

Yes, up to 1/3 of your deal for leasing can include non-SMART product from a SMART authorized reseller. The majority of the deal must include SMART Technologies products.

### What SMART products can be included in the Leasing Program?

Included in the SMART Technologies Leasing Program are, but is not limited to, SMART Pro series Interactive Displays or Flat Panels, SMART Board Interactive Whiteboards, SMART Podium™, stands, SMART Audio systems, SMART kapp Board® and extended warranties.

### What products are excluded from the Leasing Program?

Non-SMART or non-SMART authorized reseller products, software licenses, and maintenance charges, such as business service plans & Professional Development are excluded from the SMART Technologies Leasing Program.

### Who runs the credit checks?

All credit checks as well as creation of the leasing documents will be done through our third-party financier [GSG Financial](#).

### What factors determine credit approval?

GSG Financial will generally look at: time in business, industry, payment history, public and personal credit scores, and comparable credit. Other financial information may be required.

### What are the Leasing terms?

Leasing estimates provided are based on 24, 36, 48 or 60-month terms. Depending on requirements, shorter terms are available. Minimum purchase amount applies of \$25,000 USD.

### What if the equipment I receive has problems?

You will be contacted when your shipment arrives to ensure you received exactly what you ordered. After your initial receipt of the equipment, the reseller will troubleshoot problems or replace equipment as defined in your warranty. The Lessee receives all the benefits of "buyer" warranties and is responsible for maintenance. All representation of warranties remains between the lessee and the equipment manufacturer. \*Any modifications to the original lease and equipment are subject to the terms and conditions of the lease agreement



## What leasing options are available?

GSG will offer End customers

### **10% Purchase Option Lease**

This middle ground lease option is ideal for a lessee looking to buy the equipment at lease termination but needs a payment lower than the \$1 Out purchase option. End of lease options include: paying a pre-determined 10% of the total equipment cost, upgrading the equipment, or returning the equipment.

### **\$1 Purchase Option Lease**

This lease option has the highest monthly payment and is ideal for a lessee looking to keep the equipment at lease termination. End of lease options include: purchasing the equipment for \$1 or returning the equipment.

## When do leasing payments start?

The commencement date will be the 1<sup>st</sup> of the month following the acceptance date. Acceptance date is defined as the date that the lessee/customer confirms either through written or verbal communication that all product has been delivered, installed and is working correctly.

## If my business is new, can I still lease?

We require a minimum of 2 years in business for all leasing opportunities.

## Who owns leased equipment?

For a 10% Purchase Option and \$1 Purchase Option leases, the lessor is the owner of the equipment for the duration of the lease. If the lessee purchases the equipment at the end of the lease, they take ownership at that point.

## Are there benefits to leasing other than financial?

Yes. Leasing can help expedite equipment replacement and modernization creating a positive impact across all aspects of a business. Additionally, most lease arrangements free business administration and business owners from worrying about technology end-of-life disposition issues, including environmental considerations, data security and destruction, and compliance with ever-changing disposition laws.

## Can I move my leased equipment?

Leased equipment can be moved within the same building as long as it remains with the same company. If you would like to move leased equipment to another building, that must be communicated to GSG Financial. Please refer to the terms and conditions section of your lease agreement.



## Can I add to my existing lease when I need more equipment?

Once the deal has funded you cannot add to the lease, however coterminous leases are available on a deal by deal basis. Credit and approval limitations may apply.

## Can I cancel my lease or pay it off early?

A lease is, by design, a non-cancelable contract, and you're responsible for all payments throughout the course of the lease term, please review the term of your contract for more details. Although you can pay off your lease early without penalty.

## Is leasing right for smaller Businesses?

No matter the business size, businesses can benefit from leasing. Leasing is a perfect choice for businesses that:

- Need to update their technology, but do not have the cash to buy it outright.
- Need to preserve cash for other administrative or business needs.
- Want one-stop financing of hardware, software and services, plus the convenience of a single monthly payment.
- Would like to refresh their IT technology on a regular schedule to help prevent obsolescence and disruptions in work flow.
- Need to dispose of old computers, servers or other IT equipment safely, securely and with the least impact on the environment but do not possess the core competencies to do so.

## How long will it take us to get leasing approval?

Assuming the documentation that is submitted is complete, GSG Financial aims to return an approval or decline within 2-3 business days.

## How do I get started with my SMART Technologies Lease?

### Have you been in touch with SMART?

- Haven't contacted a SMART representative or SMART authorized reseller yet? Click below to contact a SMART representative and learn about SMART Technologies solutions.

[Contact Us](#)

- Already in touch with a SMART representative or SMART authorized reseller and have a quote? Click below to fill in an application to get started on your SMART Technologies Lease Application.

[Apply Now](#)

**SMART**<sup>®</sup>