

Industry:  
Defense/  
IT Infrastructure

*The ePlus team's knowledge, technical expertise, and coordination helped refresh the technology for the entire domestic operations of a world-renowned global organization.*

## Extending a Successful Relationship

### Global Defense Company Taps ePlus® to Facilitate IT Equipment Refresh



The commercial, state, and local solutions business unit of a global defense company serves as a center of excellence for its IT infrastructure service delivery. The division provides hardware and software support for distributed systems, network integration and support, help desk management, and managed IT services.

#### Leave IT to the Experts

The enterprise has partnered with ePlus for more than seven years to provide leasing and financial services to many of its customers. When the business unit was tasked with performing a complete desktop/printer refresh for the entire domestic operations of a large, global, non-profit customer, it turned to ePlus again—this time for technical and financial expertise.

ePlus sourced, tested, warehoused, and shipped 3,000 printers, desktops, and laptops—preparing the equipment for quick installation and use. In addition to the acquisition and warehousing, ePlus coordinated the equipment financing through a fair market value lease. After the business unit helped its client de-install, ePlus received back the old equipment (which was previously leased through ePlus).

ePlus was a perfect fit for the company's needs on this project. Its strong background in both financial and leasing services as well as IT equipment helped provide a complete partnership and created an easy transition for the technology refresh for the organization's customer.

#### Why ePlus?

ePlus brought many benefits to the project. In addition to solid experience in both financing services and a team of IT experts, ePlus provided a cost-competitive solution that was superior to other offerings under consideration. And since ePlus is an experienced equipment reseller, it was able to deliver aggregated pricing based on volume and professional, attentive customer service.

## Technology and Leasing Success with ePlus



In addition, the business unit used asset management software from ePlus to quickly identify its customer's current assets that needed to be refreshed and have immediate access to important information, such as asset location and user. The defense company utilizes Manage+® as a comprehensive asset management tool to track critical asset data, such as when assets need to be renewed, extended, or replaced—enabling its business unit to accurately control all of its customers' assets that are on lease with ePlus.

### Client Success Summary

*Organization:*  
Global Defense Company

*Industry:*  
Defense/IT Infrastructure Service

*Solution:*  
IT Sourcing/  
Configuration and Leasing Services

*ROI:*  
Quick and cost-effective technology upgrade, flexible financing

### Rapid Deployment to Cost Savings

The enterprise's customer realized a quick equipment upgrade with low cost. ePlus received the equipment and prepared it for installation, eliminating warehouse costs. And since ePlus delivered the desktops, laptops, and printers ready to be used, employees at the customer site were able to maintain productivity without lengthy installation and configuration delays.

In fact, as a result of the successful deployment the defense company has partnered with ePlus again to refresh its entire server population. The organization looks forward to continuing its long-standing partnership with ePlus in serving the technology and financial needs of its customers.

**For information on how ePlus can help your organization realize significant savings, contact us at 1-888-482-1122 or visit us on the Web at [www.eplus.com](http://www.eplus.com).**

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1-888-482-1122

[info@eplus.com](mailto:info@eplus.com)

