



ePlus delivers a unique combination of the federal, state, and local government expertise our staff have gained over the last 30 years and industry-leading leasing and financing solutions.



Success in Practice

Government Leasing and Contract Finance

ePlus has extensive experience designing and executing innovative leasing and financing solutions for all levels of government. Here are just a few examples:

Internal Revenue Service Software Leased through ePlus: \$50M

Meeting Immediate Needs with Future Budget

The Internal Revenue Service was attempting to purchase and implement a new software program that over time would save the agency a considerable amount of money. However, the software cost for the agency (\$50 million) exceeded its available budget (\$2 million). ePlus was engaged in the discussions, and it became clear that the IRS had budget flexibility in upcoming fiscal years but was constrained for about a year. ePlus proposed and executed a program that allowed the IRS to get full use of the software on day one, and stretch the payments over multiple fiscal years allowing it to plan for, and pay for, the software when its budgets would allow it.

U.S. Air Force Assets Procured through ePlus: \$40M

Reducing Software Licensing Costs

With more than 3,000 separate database software licenses, the Air Force could not afford the substantial costs in increasing the number of its licenses. ePlus proposed and executed a Lease to Ownership Program (LTOP) that consolidated all licenses into one master license. As a result, the Air Force enjoyed huge discounts on its volume purchase and immediate deployment.

Patent and Trademark Office (PTO) Assets Procured through ePlus: \$3M

Accelerating Technology Deployment

Responsible for 36 million patent and patent-related documents, PTO relies heavily on software products and incidental hardware, as needed, to modernize its automated information systems and supporting IT environment. ePlus

structured and executed an LTOP program within PTO's available budget to help acquire the software and systems maintenance it needed.

U.S. Coast Guard (USCG) Assets Procured through ePlus: \$5M

Solving Mission-Critical Technology Needs

Having engineered its mission-critical enterprise-wide financial accounting systems, USCG lacked the budget dollars to upgrade and compliance guidelines. ePlus designed a Fair Market Value (FMV) lease so the USCG could deploy the upgraded financial system immediately, as well as refresh important technology assets at lease end.

U.S. Department of Veterans Affairs Assets Procured through ePlus: \$2.6M

Medical IT Solution (Pay-Per-Procedure Basis)

The Department of Veteran Affairs needed to acquire medical IT equipment on a pay-per-procedure basis. ePlus structured a flexible payment plan to accommodate the customer's needs while allowing up-front payment to the vendor. ePlus coordinated the highly-complex payment plan to coincide with the rollout of a system across the entire Veterans Integrated Services Network (VISN), all based on estimated procedure counts over the life of the term.

Department of Energy (DOE) Assets Procured through ePlus: \$6M

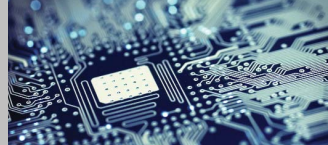
Simplified Software Acquisition

Robust networking and connectivity are critical requirements within DOE. The agency's effective electronic communications requires a strong technology base that includes both network and supported services. ePlus created a specialized lease plan that simplifies the acquisition of both the network and support service. ePlus



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Government Case Studies

also supplied asset management services to coordinate the tracking of multiple vendor, Tier-1 equipment.

Defense Agency Assets Leased through ePlus: \$40M Acquiring Multiple Assets in the Face of Reduced Budget Dollars

ePlus structured a Lease with Option to Purchase for a variety of assets. When the agency's initial budget was reduced and re-allocated for the war effort, it needed a way to extend its purchasing power and still adhere to budget restraints. ePlus was able to provide a flexible solution that allowed the agency to acquire the assets it needed, even when faced with cuts. The original three-year lease was modified and extended several times, covering six years in total.

Intelligence Agency Assets Leased through ePlus: \$13M

Staying on the Cutting Edge of Storage Technology
In working on a contract with an intelligence agency to provide a secure Internet protocol for the Department of Defense and enable secure email around the world, a major defense contractor needed to better control spend due to budget restraints. To complicate matters, the project required a significant amount of storage equipment to provide redundancy, which was not originally specified in the project plan.

To address these concerns, the Contractor selected ePlus Government to provide cost-effective leasing solutions to cut acquisition costs for the storage equipment. ePlus structured a customized leasing program over three years,

which currently holds \$13 million in assets, and facilitated early equipment buyouts and returns at the request of the government to further cut costs and streamline asset management.

The leasing solution from ePlus allowed the contractor to achieve the required redundancy stipulated by the contract as well as complete a number of technology refreshes and upgrades. With the financial flexibility afforded by leasing, the contractor can continue to add equipment and remain on the cutting edge of technology while conserving capital.

U.S. Customs and Border Patrol (CBP) Software Leased through ePlus: \$10.5M

Improved Flexibility and Management
When the Customs and Border Patrol needed Oracle Software to support multiple applications (including Financials, SBI Net, Automated Targeting and Screening of Passengers, Treasury Enforcement Communication System, and others) it turned to ePlus for leasing. ePlus was able to design a custom leasing solution that delivered greater flexibility and management to CBP with fewer up-front available budget dollars. This allowed the organization to increase its buying power and enhance its ability to provide efficient services supported by leading software applications.

**To learn how we can help meet mission-critical requirements,
please contact ePlus Government at:**



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