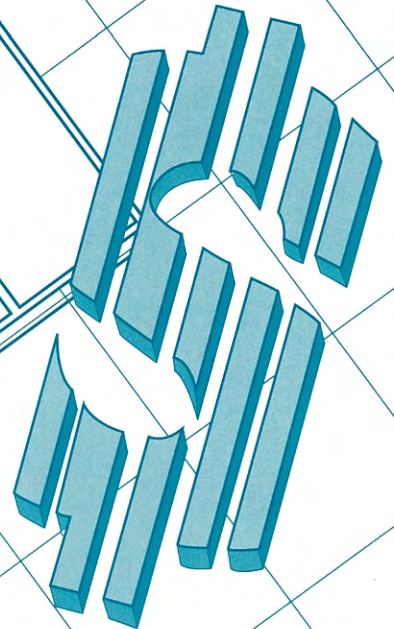


The VAX 9000 Leasing Program

Flexible Leasing Solutions for the 1990s

digital





There is no reason why current budget constraints should keep you from having the power, throughput, and high availability of Digital's VAX 9000 system. The VAX 9000 Leasing Program was specifically designed to provide financial solutions as flexible and comprehensive as Digital's enterprise-wide computer solutions. After all, it's the use of the system that helps produce the profits, not the ownership.

Digital's leasing services provide flexibility, easy migration, strong financial resources, experienced lease consultants, and unparalleled service delivery.

Flexibility for Today and Tomorrow

In our highly competitive worldwide marketplace, you need solutions that answer today's needs, with the freedom to make different choices later. With that in mind, the VAX 9000 Leasing Program was developed with flexibility as its first priority.

The lease program requires no down payment. We can work with you to structure a flexible payment schedule, one that suits your specific needs. Payment size and interval can be arranged to coincide with your organization's budget and anticipated cash flow. Leases can be structured to meet various FASB 13 guidelines. Both on and off-balance sheet financing can be arranged.

Standard billing occurs on a monthly basis; however, customized billing can be accommodated if necessary. At the end of the term you have three convenient options: you may return the system, purchase the system at its fair market value, or simply renew the lease.

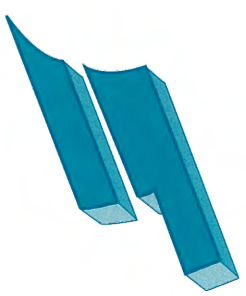
Open-Ended Upgrades for Easy Migration

We know how important it is for you to have access to technology developments. No one wants to feel "locked in" to a long-term lease that prohibits add-ons or upgrades. That's why we have an open-ended upgrade approach.

At any time after mid-point in your lease term, you can upgrade a leased VAX 9000 system through a board swap or CPU exchange. System add-ons, such as peripherals, can be added into the lease at any time. We will help you structure an upgrade option that makes the most sense for you and your company.

For example, you may need a simple board swap. The price of the new board can simply be added to your original lease with coterminous payments. Or, we can roll the cost of the upgrade into the current lease balance and re-write the entire amount over a new lease term. Another option may be to add the upgrade costs to the original lease and simply extend the lease term in order to maintain the original payment amount.

If you expect your growth requirements may call for an entirely new system from Digital, we can provide you with a termination formula at the beginning of the lease term. It will be much easier for you to plan your technology migration strategy by knowing the termination value up front. If you desire, we can even roll this termination value into the new lease.



Leasing from a Source of Financial Strength

As a Fortune 50 company with over 30 years of leadership in the computer industry, you can depend on Digital's financial programs. You're backed with a tradition of product quality and integrity from a company where customer satisfaction is always first priority. You can rely on the vast resources of Digital to finance your computer needs even when money is tight.

Delivering Complete Service

Digital is committed to delivering satisfaction through the entire life cycle of your lease program. Our lease agreements can consolidate the cost of software, required services, training, and other system-related expenses into the lease contract. Many of our customers find this helpful in minimizing budget administration issues.

Digital's TOTAL PROTECTION LEASE provides yet another dimension to the phrase "complete service vendor" by providing new levels of protection for your computer installation. Our leasing program can accommodate Digital's disaster recovery services: Transit Plus Insurance, Restart and RECOVERALL

The Expertise to Meet Your Specific Needs

Digital has been providing leasing services to its customers for over 15 years. Our Lease Consultants are highly experienced in reviewing your needs, developing a lease-versus-buy analysis, and customizing a lease program that's right for you. In every respect, Digital's financial services offer the kind of flexibility you require to meet your unique business needs.

VAX 9000 Systems: Performance and Availability for Mission-Critical Applications

The VAX 9000 Systems provide a better choice for mainframe computing in the 1990s. The VAX 9000 family of advanced mainframe systems provides the power, throughput, and high availability that are essential for mission-critical applications in commercial and technical computing environments.

- Leasing Available for All System Models
- A System for High Throughput
- VAXcluster Technology Connection
- Greater Performance with Integrated Vector Processing
- Reliability, Quality and Service

	Relative CPU Performance	Max. Memory Capacity	Max. Local Disk Capacity	Max. I/O Throughput	Footprint
VAX 9000 Model 210	30	512 MB	48 GB*	80 MB/s	1.9 m ² (20.4 ft ²)
VAX 9000 Model 410	30	512 MB	105 GB*	160 MB/s	2.8 m ² (30.2 ft ²)
VAX 9000 Model 420	Up to 59	512 MB	105 GB*	160 MB/s	2.8 m ² (30.2 ft ²)
VAX 9000 Model 430	Up to 88	512 MB	220 GB*	320 MB/s	5.1 m ² (55.0 ft ²)
VAX 9000 Model 440	Up to 117	512 MB	220 GB*	320 MB/s	5.1 m ² (55.0 ft ²)

*Using high bandwidth XMI controllers, more local storage is available with VAXBI expansion.





We can cite many good reasons to finance your acquisition of computer technology through a leasing plan. These reasons fall into five broad categories.

Benefits

- *Economic Considerations* — Diversification of financing sources makes good business sense whether credit is in short supply or not.
- *Financial Reporting* — If an operating lease is used, many of your balance sheet ratios and measurements will be stronger, and more liquid.
- *Convenience and Flexibility* — Acquiring the use of a computer system through a lease can involve less red tape and time than conventional financing. Business needs are constantly changing. Computer leasing makes more sense in a fast-paced business environment because it allows you to update your computer operations in a managed, strategic fashion.
- *Income Tax Considerations* — Lease payments in a tax lease are fully deductible for federal income tax purposes. If your company is in or approaching an alternative minimum tax position, it makes more sense to lease your computer equipment.
- *Cash Management* — The lease alternative requires little upfront cash expenditure and very often the lease payments can be charged to the operational budget, as opposed to the capital budget.

For a Flexible Leasing Solution...

We urge you to contact your account manager to schedule a meeting with a Digital lease consultant.

Digital believes the information in this publication is accurate as of its publication date; such information is subject to change without notice. Digital is not responsible for any inadvertent errors.

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