



Datacentrix offers deferred payment plans to help support business beyond COVID-19



Conserve capital



Manage cash flow



Expand online operations



Support the remote workforce



Maintain effective technology systems



Prevent exposure to exchange rate volatility

Datacentrix is extending its technology partners' deferred payment plans to its clients to help conserve capital, manage their cash flow, protect them against the volatility of the rand/dollar exchange rate, and to support sustainable business in South Africa as a result of COVID-19.

Says Johann Coetzee, MD Commercial and Technology Solutions at Datacentrix: "Datacentrix wants to help its clients navigate the road ahead. These are uncertain times and we are committed to partnering with our clients to ensure they maintain effective ICT systems that empower the new remote workforce and expand online operations in the face of COVID-19 and the reduced economic activity."

The new way of working necessitates enabling technologies that are placing added pressure on already over-extended businesses. The low rate financing solutions provide clients the opportunity to make the necessary investments to manage their equipment lifecycle and avoid technology obsolescence, while knowing exactly when and how much they need to pay.

Payment deferral plans

The following vendor payment deferral plans are available to all new and existing clients that require the support to reduce the pressure on cashflow. Deals involving other vendors are being reviewed on a case-for-case basis. All payment options are subject to terms and conditions.



Hewlett Packard Enterprise

aruba
a Hewlett Packard Enterprise company

- Clients acquiring new HPE and Aruba Networks technology will only pay 1% of the total contract value each month for the first eight months, deferring 90% of the cost until 2021.
- Beginning 2021, monthly payments will be approximately 3.3% of the total contract value.
- The deferral option is available on new technology purchases as low as \$5,000; on lease terms ranging from 24 months to 60 months - depending on the customer; on short-term rentals on pre-owned HPE technology in terms of three to 12 months; and on new HP personal computers for 12 months.
- HPE Financial Services will also acquire customer-owned IT assets and provide capital for new purchases through a programme that has been in place for more than two years.



- Effective immediately, clients purchasing Nutanix solutions are eligible for extended payment terms with no additional costs.
- The limited flexible payment offer is available until 31 May 2020.
- Enhanced financing options have also been made available through Nutanix Financial Solutions (NFS), including 180-day deferred payment; customisable payment plans; cash trade-in of existing assets; and others.
- In support of the remote workforce, Nutanix is also offering rapid deployment of Nutanix Work From Anywhere (WFA) solutions (cloud based and on premises).



- Complete financing is available to all clients purchasing Cisco hardware, software and services.
- A dedicated customer team is available to support clients throughout the simple, fast application and approval processes.



- All new and existing South African clients making Dell purchases between now and 31 July 2020 will receive payment deferral of up to six months on purchases to the value of R250,000 to R15 million.
- A three-month payment delay will apply to all end-user devices (all client services, including notebooks and workstations), as well as on all network, server, and Dell and EMC storage deals.
- A six-month delay will apply to all enterprise system deals (VDI and storage deployment solutions), including six months' free maintenance on VxRack and VxRail, VMax, Unity, XtremIO, Data Domain, Avamar, Isilon, Atmos and Centera.

VDI/Storage deployment solution

3 month payment deferral		36 Months	48 Months
36 Months	48 Months	VDI: 6 month payment deferral	
3 month payment deferral		Selected storage: 6 month payment deferral and 6 month free maintenance	
All client services, including notebooks and workstations), as well as on all network, server, and Dell and EMC storage deals		VDI and selected storage	

Clients can now take advantage of these special payment offers to support their on-going growth and their technology transformation plans, despite the challenges of COVID-19.

The COVID-19 fallout is presenting an opportunity for the ICT industry to respond to its stakeholders with respect, empathy and responsibility. The deferred payment options not only demonstrate the power of collaboration and the resolve of some of the industry's key players, but proves that we are truly stronger together. Datacentrix is proud to support the payment relief initiatives.

Disclaimer

All applications in this regard, as well as payment options, are subject to Datacentrix' terms and conditions, including but not limited to, deferred payments being subject to our standard credit approval terms and conditions and related indemnifications.

Contact

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