

NEW FACILITY NOW OPEN

ICT LEASING

EMPOWERING VICTORIA'S EDUCATORS

Maia Financial welcomes you to its ICT Leasing facility in co-operation with Department of Education. We're partnering with schools across Victoria to make leasing easier than its ever been, we're committed to great service for the full life cycle of assets, from delivery to disposal.

The logo for Maia Financial, consisting of the word "MAIA" in a large, stylized, orange font where the letters are interconnected. Below it, the word "FINANCIAL" is written in a smaller, spaced-out, orange font.

"Maia Financial is a supplier for the of ICT Operating Lease Facility (the Facility) following successful tender bid from the Department of Education in February 2022 for the provision of information communication and technology (ICT) equipment specially catered for the Victorian government schools. The Facility is made available made available so that schools can lease ICT equipment at highly competitive rates and in accordance with school and government policy."

Department of Education
June 2023

GET STARTED

GET A QUOTE AT MAIAFINANCIAL.COM.AU

5 SIMPLE STEPS TO LEASE

1 GET A LEASE QUOTE

Send us the quote or invoice provided to you by your supplier, based on that information, we will create a leasing quote. If you need help call Mislav on 0490 506107 or mislav.boltuzic@maiafinancial.com.au

CALL 1300 134 214

2 ACCEPT THE QUOTE AND ORDER

Once you've approved the lease quote, it is time to finalise leasing details including the services you want included.

Then it is time for you to order equipment from your chosen supplier.

3 DELIVERY AND START THE LEASE

We receive your supplier's tax invoice and provide you with a certificate of acceptance and 'rent notice'.

The supplier delivers your equipment.

4 CONFIRM AND START PAYMENTS

Once you inspect your order and acceptance documentation is electronically signed, we will pay the supplier in line with the contract. Your rental payments to us commence from the start of the first month or quarter.

5 SERVICE AND SUPPORT

The equipment will be maintained in line with the services selected by the school and the vendor warranty.

Every 3-6 months, your Maia Financial specialist will review your account.

CALL 1300 134 214



Free month of rental included at the end of each lease period
- stress less when it's time to return your equipment back to us.



Free collection service when returning equipment
- we will come to your school so you don't have to worry about couriers.



Electronic signing of lease documentation
by the principal with no insurance documents required.



Dedicated contacts to support you
One main point of contact with a supporting client services manager and asset manager.



Lease any asset from any brand
Not only do we cover core IT equipment, but also emerging technologies e.g. VR and intangibles e.g. software.



We can buy your old equipment
Instead of disposing of old assets, we can pay you for your eligible old equipment to boost your cash reserves.

WANT TO LEASE AN ITEM NOT LISTED BELOW?

CONTACT US FOR SPECIAL PRICING

- Desktop Computers
- Notebook/Laptop Computers
- Tablets/Mobility Devices
- Printers and Scanners
- Active Local Area Network Products
- Servers and Networking Equipment
- Uninterruptible Power Supplies (UPS)
- Modems
- Digital Cameras
- Data Projectors
- Electronic Whiteboards
- Video-Conferencing Products
- Voice Communications Products
- Photocopiers
- Digital signages
- 3D Printers Virtual Reality Products
- Intangibles (Software/ Professional Services, Warranties, etc.)

WHY MAIA FINANCIAL?

GET A QUOTE AT MAIAFINANCIAL.COM.AU

OUR CONTRACT ADVANTAGES

DEPARTMENT CONTRACT ADVANTAGES



SELECTED AMONG THE BEST IN AUSTRALIA

The Department of Education and Training has done an extensive open market tender Australia wide, the result? Maia Financial is featured on their panel of five approved financiers.



PRE AGREED, COMPETITIVE, SET PRICING

Keep it simple with great value for money and automated; approved, set pricing.



LEGALLY VETTED DOCUMENTATION

The comfort of knowing the Department of Education set the T&C's with your interests in mind.

EXTRA SERVICES



DATA WIPING

3 x data wipe of IT assets - \$10 ex GST



FLEXIBLE FINANCE OPTIONS

If you wish to explore other finance options outside the ICT lease, Maia Financial offers a range of solutions from sale and rent back, finance lease, and hire purchase.



OTHER ASSETS

Maia Financial can finance your non-ICT assets with attractive terms specifically designed to meet the needs of the education sector from gym equipment to building infrastructure.

OUR SPECIALIST EXPERTISE



35+ YEARS OF EXPERIENCE

With over 35 years of experience as asset finance specialists, we have funded over \$6.5 billion worth of diverse assets.

SERVICE ORIENTATED APPROACH

We have a dedicated contract specialist ready to assist Victorian schools with any enquiries. We've also built an electronic approval process to keep things simple. At the end of your lease, we offer a **free month of rental to help you** reconcile your equipment before **we collect it direct from your school.**

SIMPLE LEASE EXECUTION PROCESS

Our lease execution process is simple and user-friendly. You will have access to an online quoting tool for **instant indicative pricing** and we have electronic signing to streamline leasing.

GOVERNMENT SECTOR FOCUS

Government sector focus, we have been selected as preferred leasing provider on procurement panels in various industries, including public health, local government authorities (LGAs), and public/private education.

ONE-STOP-SHOP

We offer a convenient one-stop-shop solution, providing the capability to fund all types of assets you may require.

SCHOOL LEASING

GET A QUOTE AT MAIAFINANCIAL.COM.AU

YOUR END-TO-END SOLUTION

Knowing when to dip into your capital and when to leverage a full service solution like an operating lease could save you time and money, well beyond the lifespan of the asset. Partnering with Maia Financial from the beginning of the transaction allows your solution to be personalised for your goals and long-term capital requirements.

1. **We finance assets that other lenders reject**, which means we can help you when others won't. While other financial institutions fund standard assets, we also fund specialised non-ICT equipment and infrastructure that has a limited or unknown secondary market value.
2. **We finance assets that are new or part way through their life**, which means you can access funds for your school even after you've acquired the equipment you need.
3. **We invest our own capital in transactions**, that makes us invested in your success with dedicated support throughout the term of an agreement.

ONLINE CONTRACT MANAGEMENT

Working with us is easy, follow our step by step guide



VIEW OUR USER GUIDE

4 SIMPLE STEPS TO RETURN

1 YOUR CHOICE

Three months before lease expiry, we will contact you with a reminder and an equipment listing, you can decide if you'd like to:

1. Return the equipment
2. Continue to casually lease for any period of time e.g. one quarter
3. Upgrade to new equipment
4. Purchase some or all of the equipment at market value.

2 DATA WIPING

If you have selected our data wiping service it will occur once the IT assets have been collected from site. A certificate is provided.

If our data wiping service is NOT included in the lease - the school is required to organise data wiping before IT assets are collected.

3 WE COLLECT

Maia Financial will organise equipment collection from the School. Preparation of assets is required in secure packaging to protect from damage during transport.

The date of the collection will be a date mutually agreeable within two weeks from the conclusion of the term.

4 INSPECTION & ASSETS CONDITION

Maia Financial conducts a review of assets to determine condition.

Maia Financial to cross reference asset register to the returned equipment and ensure it is all accounted for.

CASE STUDY

GET A QUOTE AT MAIAFINANCIAL.COM.AU

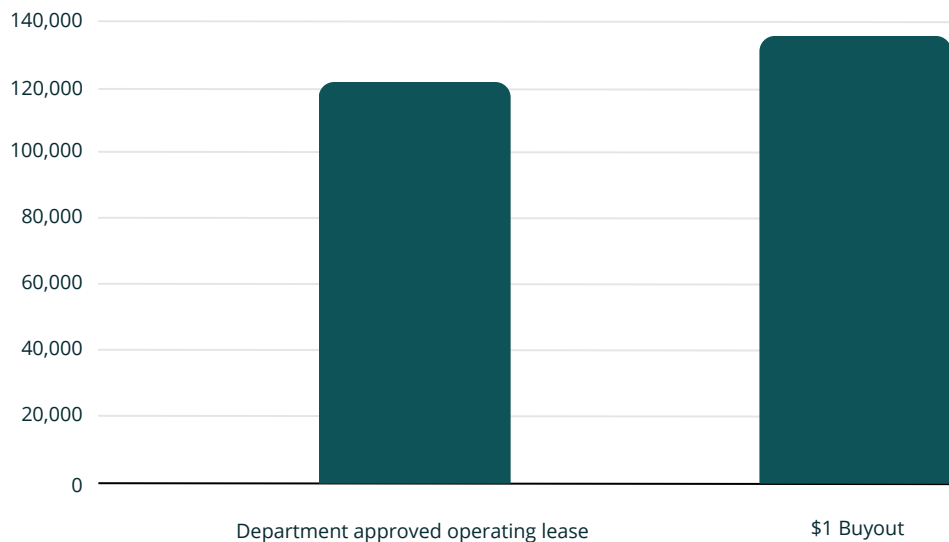
WHY CHOOSE AN OPERATING LEASE?

We understand that as new courses are added to the curriculum and new trends emerge, it is more important than ever to keep your leased equipment in touch with technology updates.

Your ICT Leasing facility with Maia Financial has been especially developed to allow you to leverage value advantages throughout the lifecycle of your equipment with flexible end of lease options.

It is a common trend that IT assets such as computers, are kept too long under a purchase model becoming slow and failing to run multiple applications are once. An operating lease provides a defined point where your school can make an informed decision to either keep using the equipment or return and upgrade.

Paid throughout the term



Laptops valued at \$122k leased over 3-years.

Option 1 Market buyback: operating lease total repayments \$122k

Option 2 \$1 buyback: operating lease total repayments \$136k

END OF LEASE VALUE

At the end of your lease you have the flexibility to either buyout your equipment, upgrade or exit with the confidence you have not pre-funded any commitments.

Here's the end of lease benefits of an operating lease:

- A market buyback decreases your payment instalments significantly over a typical 3-5 year period.
- You do not need to commit to higher regular payments hoping your equipment selection will still be up to date.
- At the end of your lease, you have the flexibility to either purchase the equipment; upgrade; or exit with confidence.
- We will take care of equipment disposal.
- Alternatively, a \$1 buyout results in higher repayments and the obligation to purchase goods at the end of the term.



LET'S WORK TOGETHER

MISLAV BOLTUZIC

mislav.boltuzic@maiafinancial.com.au

www.maiafinancial.com.au

0490 506 107

Call us on 1300 134 214 or send us an email at enquiries@maiafinancial.com.au



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