



Executive Summary
NERCOMP - Winthrop Resources Partnership

NERCOMP cultivates communities of practice around information and technology, promotes strategic partnerships, and advances innovation and leadership in educational institutions across the Northeastern United States.

Winthrop Resources has been providing strategic Technology Finance, Asset Lifecycle Management, and Equipment Financing to companies of all sizes. Winthrop enables you to make the right technology sourcing decisions, swap or upgrade technologies whenever necessary and to preserve cash and lines of credit while avoiding the risks of obsolescence and end-of-life disposal.

Summary of Winthrop's commitment to NERCOMP members:

- Provide technology assessments to identify and determine areas for Winthrop to add value
- Share best practices with other NERCOMP members
- Provide vendor objective procurement consulting (help benchmark pricing to ensure best value)
- Provide "meet or beat" custom technology funding solutions
 - Traditional Lease/Rental
 - Computer refresh/asset lifecycle management program
 - Pay-Per-Use and Consumption-based payment models
 - IT monetization (equipment buyback) and Sale-Leaseback
- Provide additional aggregate funding credits issued to NERCOMP members based on milestones
- Provide a dedicated Client Care Manager to support administration of assets and funding
- Outreach to non-NERCOMP members to help articulate the value of membership
- Provide a high level of service to all members

Case study from university based in New England:

- Initial assessment with CFO and CIO and determined computer refresh program was needed based on high-growth, need to preserve capital to fund growth and need for a disciplined end-of-life refresh strategy on PC's.
- Introduced university to a local IT reseller that could better source equipment and provide better terms
- Developed an Asset Lifecycle Management refresh program that manages PC's on a 3-year refresh including end-of-life disposition
- Partnered with their bank to help them achieve lowest cost of funds
- Provide an on-going high touch relationship with university