Keep Your Business Moving
with Custom Technology Leasing

data sales co.
INNOVATIVE TECHNOLOGY LEASING

A custom Technology Lease from Data Sales Co. gives you the technology your business needs to succeed, with innovative financing, flexible terms, competitive rates and comprehensive support.
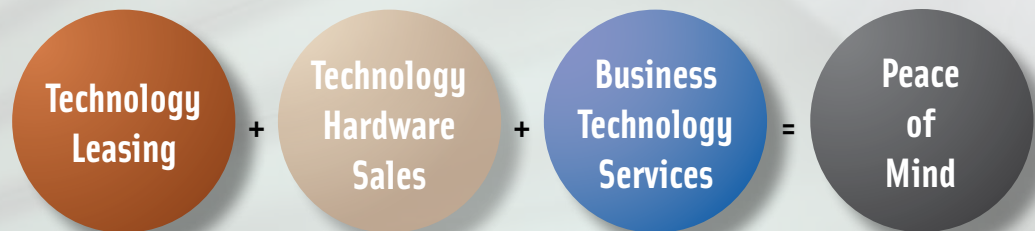
The Technology Leasing and Services Your Company Needs to Succeed

Information technology is essential to doing business. But managing and maintaining it can be a business in itself. Technology Leasing from Data Sales Co. gives you ready access to the technology your business needs to succeed without the hassles of outright ownership at a cost that maximizes your return on investment.

We are a full-service lessor with a history in information technology hardware that spans nearly four decades. Our IT hardware background, leasing expertise and logistical support uniquely positions us to provide the Full Service Lease: the most comprehensive, flexible lease available. Businesses ranging from start-up and emerging to multinational Fortune 500 corporations have found that it's the best value in business technology today.

We're able to offer competitive lease pricing because, unlike many lessors, we deal exclusively in business technology. Because our Technology Hardware Sales division works with recertified and refurbished equipment — including storage products, print solutions, networking, PC and server hardware, and parts — we can offer the best selection and prices on the market.

And because your business technology needs don't end with leasing, our Business Technology Services division offers value-added services ranging from Transportation, Technical Services and IT Recovery Solutions to Refurbishment, Storage and Data Destruction.

Technology Leasing + **Technology Hardware Sales** + **Business Technology Services** = **Peace of Mind**

Data Sales Co. is a full-service lessor with a history in information technology that spans nearly four decades. Our unique capabilities and flexibility allow us to write leases that others can't.

Technology Leasing: The Full-Service Solution Built for Your Business

We focus exclusively on business technology, so we can readily understand and meet your needs. Data Sales Co. is a true lessor — not a broker — and holds all leases through the full term, so there are no lease transfers or third-party assignments. Our Full Service Lease allows you to focus on your business and leave technology ownership to us.

Financing

- Lease lines from $100,000 and up
- Competitive lease rates
- Options for start-up, emerging and high-growth companies
- Flexible terms and payment structures
- Fair Market Value/FASB 13 leases

Hardware

- Servers, routers, switches and other network equipment
- Desktops, laptops, displays and printers
- Tier-one manufacturers such as Cisco, Dell, HP, IBM, Lenovo, NEC, InfoPrint Solutions, Lexmark and Xerox

Award-winning Asset Management and Tracking

- Comprehensive asset profiles for all equipment in all locations
- Supports informed, intelligent decision-making
- Manage assets more efficiently

Comprehensive Support

- Detailed pre-lease asset set up with vendor invoice balancing
- Flexibility to add, upgrade, renew, return or buy out assets
- Asset reports available on demand
- Timely and accurate invoicing
- Processing of all sales and property taxes
- Simplified end of lease options
- Return transportation via our custom fleet

LEASE LIFE CYCLE

1 Origination
New equipment with managed cash flow

2 Lease Management
Flexibility, upgrade options & asset tracking

3 End of Lease
Ease of return & transition to new equipment

Data Sales Co. handles all aspects of the lease transaction, from origination, asset management and tracking, administration throughout the term of the lease and even return of equipment.

A Fortune 500 retailer needed to update more than 1,000 IBM printers in locations across the country. Data Sales Co. provided acquisition, storage, configuration, deployment and shipping for the new printers, as well as de-installation and pick-up of the old equipment.

Technology Hardware Sales: Comprehensive, Cost-Effective Options

Data Sales Co. offers refurbished hardware for sale, lease or rental as a cost-effective and reliable solution. We'll configure a comprehensive hardware package designed to meet the requirements of your business, or provide equipment on an individual asset basis. All equipment is tested in our facilities and backed by our warranty.

Refurbished Storage Products

- One of the nation's largest inventories of pre-owned IBM and STK storage products
- All products refurbished, reconfigured and tested by our experienced technical team
- Recertified and banded IBM storage products backed by manufacturer's warranty

Print Solutions

- Authorized Reseller of IBM, InfoPrint Solutions, Xerox and HP printers
- New and recertified refurbished print solutions to meet your technology requirements
- Workgroup, multifunction, cut sheet production, impact, thermal and continuous production printers, as well as digital color presses

Network/PC Hardware

- Refurbished servers, laptops, desktops and network equipment from Dell, IBM, Lenovo, HP and Cisco
- Equipment configured to your specifications prior to shipping
- Rental programs available on a daily, weekly or monthly basis

Parts

- Replacement parts for mainframes, midrange, tape and disk storage, robotic libraries, printers, servers and network equipment
- More than 36 years of experience with IBM, STK and HP parts
- Available 24 hours a day, seven days a week, 365 days a year

Data Sales Co. provided hardware configuration, delivery and installation of eight recertified IBM robotic tape libraries — including 144 frames with more than 1,000 serial numbers — in four locations for a Fortune 500 financial services company.

Data Sales Co. purchased and provided de-installation, packaging, removal and auditing of more than 25 semi loads of IT equipment over a 10-day period for a Fortune 500 financial services company.

Business Technology Services:
Maximizing ROI and Ensuring Peace of Mind

Data Sales Co. offers an unparalleled selection of Business Technology Services designed to help you maximize your investment while maintaining a high level of productivity. We provide these services from our strategic locations in Burnsville, MN and Scottsdale, AZ, offering door-to-door transportation through our custom fleet of trucks.

IT Recovery Solutions

- De-installation, inside pickup, packaging/palletizing, loading, removal/freight out, testing, auditing, disposal and value back settlements
- A trained team of logistics personnel specializing in the de-installation and removal of STK silos, libraries and tape drives

Transportation Services

- Data Sales Co. owns and operates its own custom fleet of trucks to transport business technology hardware
- We specialize in transporting high value electronics, and our drivers have years of experience handling IT equipment

Technical Services

- Auditing, testing, reconfiguring, feature work, upgrades and downgrades
- All equipment tested prior to shipment to ensure trouble-free installation
- Trained and experienced technical services and engineering staff
- Field technical assistance and installation services upon request

Refurbishment

- Cleaning, resurfacing and painting to make computer equipment look brand new
- Five different refurbishment options to achieve the results you want

Storage

- More than 140,000 square feet of secure, state-of-the-art, environmentally controlled storage space in multiple facilities
- Warehousing available for short or long term equipment storage with logistic support such as adjustable loading docks, forklifts, pallet jacks and staging

Data Destruction

- Shredding for hard drives, tape cartridges, PDAs, floppy drives, CDs and cell phones
- Shredder is housed in a secure facility owned and operated by Data Sales Co.
- Barcode scanning, report of all serial numbers destroyed and a certificate of destruction

With locations in Minneapolis, MN and Scottsdale, AZ, Data Sales Co. can respond quickly to your business technology needs, delivering the products and services that keep your company moving.

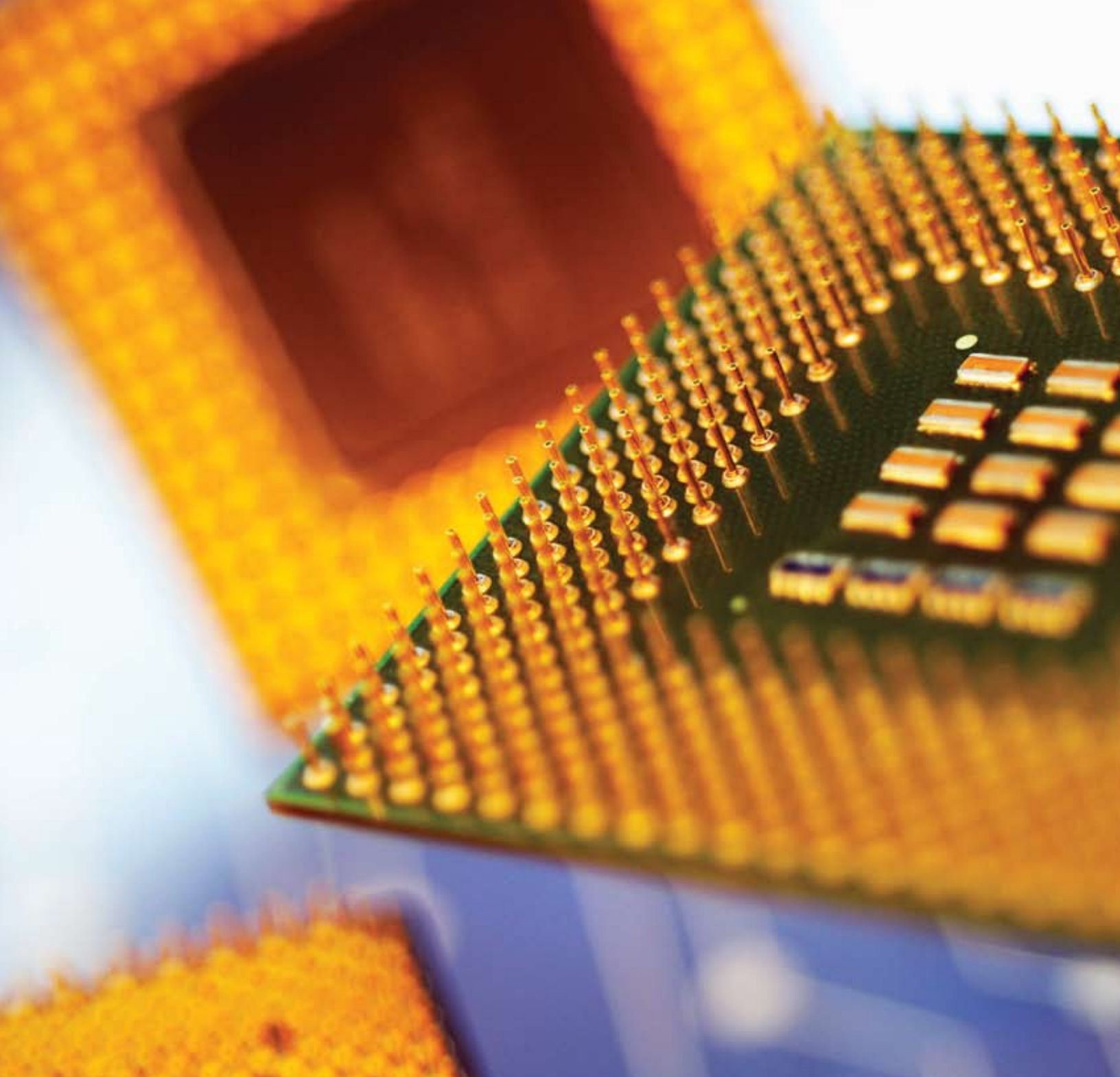# About Data Sales Co.: Our Company History

In 1973, after a successful career at IBM, Ron Breckner founded Data Sales Co. to serve a new market: buying and selling used IBM mainframe computer equipment. We provided wholesale distribution of reconfigured, reconditioned and recertified IBM mainframes and peripherals, offering customers a turn-key solution that included everything from hardware and services through delivery and installation. IBM parts sales was a natural derivative of this base business, and Data Sales Co. grew to become the largest reseller of used IBM parts in the US, with many OEMs as core customers.

The growth of these businesses led to an expansion of operations, including facilities, transportation and technical services, refurbishment and the staff to support these capabilities. In 1979, Data Sales Co. began offering Technology Leasing, providing top-tier solutions to businesses ranging from start-up and emerging companies to multinational Fortune 500 corporations. This has since become our primary focus.

Today, Data Sales Co. employs more than 100 people at its Burnsville, MN and Scottsdale, AZ locations, with more than 220,000 square feet of office and warehouse space. We own and operate a custom fleet of local and over-the-road trucks, providing business technology services to clients in all 50 states. With nearly four decades of experience in IT hardware and more than 30 years of experience in Technology Leasing, Data Sales Co. is uniquely positioned to meet your business technology needs.

Call Data Sales Co. today at (800) 328-2730 to put your custom Technology Leasing solution in motion.