



JDSU Financial Solutions

The Finance Lease

What is a Finance Lease?

A Finance Lease enables JDSU customers to finance the cost of our products over a fixed term. At the end of the leasing term (typically 12 or 24), the customer pays a nominal fee to own the JDSU product. The finance lease lets customers retain ownership of the product after the lease term expires.

All JDSU CommTest products are available for finance lease.

Key Features

- Eliminate up-front payments
- Minimize product obsolescence
- Predict monthly cash flow with fixed payments
- Conserve capital budgets

Benefits to Customers

- Avoids large up-front payments
- Conserves capital budgets
- Gains predictable cash flow with fixed monthly payments throughout the lease term

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Examples of Finance Leases

Product: T-BERD® 6000A with MSAM, 10 Gig Ethernet Application

Price: \$39,150 USD

Customer Pays: \$3442 per month

Period: 12 months

Total Payments: **\$41,304**

After 12 months, customer pays \$1 and owns the product.



Product: T-BERD® 8000 Fiber Characterization

Price: \$59,950 USD

Customer pays: \$5,270 per month

Period: 12 months

Total Payments: **\$63,240**

After 12 months, customer pays \$1 and owns the product.



Product: DSAM 3600

Price: \$3,295 USD

Customer pays: \$289.68 per month

Period: 12 months

Total Payments: **\$3476.16**

After 12 months, customer pays \$1 and owns the product.



Leasing provides several key benefits to our customers

- Conserve capital
- Eliminate technology obsolescence – return equipment or trade up to a new model with newer technology when the lease term expires
- Gain from tax advantages that are unavailable for cash purchases
- Acquire JDSU products without leveraging balance sheets
- Flexible lease structures let customers customize a lease to meet finance needs

Types of lease products

- Finance Lease
(Outlined in this document)
- Operating Lease
(Contact JDSU for details)

For more information about leasing options call your JDSU Sales Representative or (800) 638-2049.

JDSU offers several creative financing programs so customers can acquire our most advanced products, yet minimize the financial and technological risks of ownership.



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