

Press Release:

International Leasing Giant RentWorks partners with Actis Technologies for Videoconferencing Lease Programs in India

"International Leasing Giant **RentWorks** has entered into an alliance with **Actis Technologies** to provide Videoconferencing Lease Programs in India. Actis is the pioneer for communication and collaboration solutions in India. The leasing solution offering will provide companies access to state of the art technologies like 3-D telepresence, Videoconferencing, Edge blending, Interactive training centers among others. It will offer innovative operating lease options for new equipments and exchange plans aimed at upgrading existing equipment. It provides the flexibility and additional advantage of using operating funds instead of making capital expenditure."

Says Abhimanyu Gupta, Director, Actis Technologies, "Our partnership with RentWorks is aimed at providing flexibility to Indian companies (Enterprise & SMEs) and assists them in embracing new technologies at a lower total cost of ownership. Acquiring and replacing expensive specialized capital assets before they become obsolete, unreliable and expensive to maintain, is an essential, but challenging task. Using rental finance to pay for video conferencing equipment is a great way of maximizing your purchasing power and obtaining the equipment you need without any capital outlay. "

RentWorks originated as an operating lease company in Australia in 1988 to provide rental solutions on a wide range of equipment types, with particular specialization in information technology, telecommunications, medical and mining equipment. RentWorks later expanded to other parts of the world and was instrumental in creating the footprint for rental in many countries and has financed equipment totaling over \$3.5 billion. RentWorks services more than 250 very well regarded corporate houses in India. As the largest equipment rental company in India, RentWorks India Pvt. Ltd. has built its reputation on creating solutions for even the most complex and demanding large-scale acquisitions. Offering you the certainty of fixed, predictable equipment costs, our flexible rental options can be tailored to suit your specific budget and cash flow needs. Rental financing also helps you hedge against uncertainty of projects, changes in economics and obsolescence because RentWorks invests its own funds into every transaction. We can even unlock the value tied up in the equipment and assets you currently own through our Sale and Lease back offering. This helps our customers invest in appreciating assets than depreciating assets."

Says Alan Van Niekerk, CEO RentWorks India, “Actis, with its 40 year legacy, is at the forefront of introducing latest communication and collaboration solutions to the country which are altering the business communication edifice of the country. Our partnership with Actis will enable companies to acquire latest technologies like Telepresence without hampering cash flows in view of huge investments needed to buy them”

“You can make your business more efficient without tying up vital capital”

Acquiring and replacing expensive specialized capital assets before they become obsolete, unreliable and expensive to maintain, is an essential, but challenging task. Using rental finance to pay for equipment is a great way of maximizing customer’s purchasing power and obtaining the equipment they need without any capital outlay. The alliance will offer its customers the option of Rental financing for their Video Conferencing & Technological solution Requirements.

Advantages to customer

- Get the equipment required today, but spread the payment across its useful working life
- Improve cash flow and working capital by releasing capital normally tied up in existing assets.
- Finance as much as need to, from single equipment to an entire fleet of equipment.
- Use a payment holiday structure to smooth out any cash flow peaks and troughs.
- Fix your equipment costs through regular, predictable rental payments.
- Upgrade more frequently - eliminate the risk of equipment failure and downtime.