



# Equipment for Services Program

**SINCE 1998, PAETEC HAS FUNDED OVER \$100 MILLION IN EQUIPMENT, MANAGED SERVICES, AND SOFTWARE FOR MORE THAN 5,000 CUSTOMERS.**

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“Equipment for Services has helped us many times to get things that normally we couldn’t have acquired.”

**Aaron Fitzgibbons**  
*Director of Technology*  
*Bishop Guerton High School*

## What is Equipment for Services (EFS)?

EFS is an exclusive profit-sharing program that allows PAETEC customers to use part or all of what they pay for their telecom services to subsidize equipment, software, and managed services purchases.

## What Can Be Subsidized?

PAETEC can help our customers subsidize equipment such as copiers, computers, printers, GPS systems, PBXs, routers, and software including, but not limited to, programs for design, engineering, and office applications. In addition, we also subsidize managed services such as collocation, consulting, and professional services. Roughly 60% of our customers’ monthly lease payments are subsidized.

## What Vendors Does PAETEC Work With?

PAETEC is vendor-agnostic and willing to work with your preferred vendor.

## Why Does PAETEC Offer Programs to Help Subsidize our Customers’ Purchases?

EFS differentiates PAETEC from the competition, while allowing our customers to purchase business-critical equipment and software that they otherwise might not be able to afford. In addition, customers that utilize our programs generally commit to longer-term agreements and grant PAETEC more of their telecom services, contributing to customer loyalty.

“In my 25+ years in the business, I have never received the type of service that I am currently enjoying today. I recommend that if anyone would like to save money and streamline communications needs, your next call should be to PAETEC.”

**George W. Seabury**  
*Manager, Telecommunications  
& Electrical Engineering  
St. Peter's Health Care Services*

## Solution Features & Benefits:

**Obtain Capital Expenditures & Reduce Budget Constraints** – Maintaining fiscal restraint is now more imperative than ever. Fortunately, PAETEC can help you acquire the state-of-the-art technology you need without significantly adding to your financial burden.

**Retain Control of Equipment & Software** – PAETEC provides several innovative options. Our special financing programs allow you to own the latest solutions or reinvest to upgrade at the end of your term.

**Keep Up With the Latest Technology** – A limited budget doesn't have to mean limiting your purchases of new equipment, software, and managed services. PAETEC can help you ensure that your organization has the resources it needs.

**Maintain Vendor Choice** – There are no “one size fits all” solutions. PAETEC's financing solutions allow you to work with whichever vendors you choose. We currently work with over 800 leading technology providers as well as PAETEC's own solution providers.

**Simplify Communications-Related Accounting** – Having to deal with multiple invoices for your communications services and equipment / software / managed services is complicated and time-consuming. Partnering with PAETEC simplifies things by consolidating all of your charges onto one invoice.