

Champion Solutions Group

Rapid Rental Program

More and more, companies are realizing that IT equipment rentals are a viable solution to otherwise insoluble problems. Champion's *Rapid Rental Program* provides a cost-effective means of solving a variety of short-term IT equipment needs. From providing a custom duplicated test environment for software migrations and proof of concept projects, to boosting seasonal capacity computing power and disaster recovery preparedness, IT rentals deliver a cost-effective solution to even the most demanding company's equipment needs.

Customized rental terms and payment schedules: Champion's *Rapid Rental Program* provides flexible terms and payment schedules, allowing companies to get the equipment they need for any duration that works for them. Terms can vary from one weekend to a year if need be. Then, they simply return the equipment at the project's completion.

Flexibility: Should testing reveal that additional capacity needs are not temporary, customers then have the flexibility to purchase the equipment at significant discounts. This allows companies to quickly test and introduce new hardware and software solutions without increasing IT overhead.

Preserve IT budgets & cash: Rentals simply require less investment than purchases. The enterprise's cost commitment is predefined and temporary. Capital can be saved or earmarked for other investments.

Eliminate risk of ownership: Risk is an unavoidable aspect of ownership that many companies routinely reduce in variety of ways. The explosion of robust web-based software for CRM, ERP and more has allowed many companies to quickly deploy complex solutions that previously required enormous investment in time, capital and human resources. IT equipment rentals provide the same ownership risk reduction, rapid deployment and peace of mind.

Recover quickly from disaster: Because access to rental inventory is immediate, companies facing disaster-related business interruption can get critical services up and running within the brief time window necessary to avoid a total loss.

All in all, Champion's Rapid Rental Program offers another option to access the equipment needed for short-term projects while still maintaining financial flexibility and preserving capital. Call Champion today at 800-771-7000 to speak with a specialist today!

How Champion's *Rapid Rental Program* Can Help Your Organization:

✓ Disaster Recovery

Renting IT equipment can be an ideal option to any company when a disaster strikes. Companies can often be up and running in days, providing service and sustaining revenue. Not to mention, this also frees up capital and time.

✓ Seasonal Spikes in Capacity Needs

When seasonal or short-term capacity spikes occur (tax season, holidays, etc.), many companies spend costly amounts to build out the enterprise to handle the higher utilization. Through IT equipment rentals, businesses can increase capacity without paying year-round for equipment—reducing the total cost of ownership in your datacenter.

✓ Business Growth

IT equipment rentals can help when opportunity is knocking. You don't have to turn business away for lack of infrastructure when rentals allow you to "tool up" almost overnight. Short term rental costs can easily be figured into the special project costs and help provide services to clients at a level they might not normally be able to maintain.

✓ Migrations and Proof of Concept

Software migrations can be overwhelming if not planned and executed properly. IT rentals allow the migration to be tested in a duplicate environment in order to identify potential issues prior to production. This ensures that the migration is completed successfully, on time and with minimal impact.

Similar to migration initiatives, testing a product for compatibility and performance prior to rolling out new hardware or software is common practice. However, duplicating your enterprise environment to perform proof of concept testing is very costly. Renting a customized enterprise-class environment offers significant savings and ensures that valuable datacenter space isn't occupied by idle equipment once testing is complete.