

OVERVIEW

Simplify Purchasing with Flexible Financing Options for Hardware, Software, Services & Support

Cybersecurity services and solutions procurement made easy.

Strategic partners should be flexible and easy to work with. GPSF provides you with more options to ensure the best-fit and lowest total cost of acquisition for cybersecurity services and solutions.

GPSF is GuidePoint Security's in-house financing subsidiary that is an integral part of a total solution for acquiring, implementing and paying for your trusted cybersecurity products and services.

Flexible financing options are available and designed to provide you with the lowest total acquisition price, based on your underlying budgetary, accounting and operational requirements. Financing is available for multi-year software deals, equipment purchases or leases, maintenance and support and vendor delivered services.

Benefits:

- ✓ Work with your Trusted GuidePoint Partner throughout the lifecycle of the transaction
- ✓ Secure multi-year discounts without having to pay upfront, resulting in a lower cost of acquisition
- ✓ Competitive financing with 0% interest on certain purchases (ask your Account Executive for qualifying purchases)
- ✓ Invoicing from GPSF throughout the life of the loan with flexible payment options available



Flexible Financing Options Put You in the Driver's Seat

GPSF is a subsidiary of GuidePoint Security, and is designed to maximize your purchasing power.

While GuidePoint Security provides cybersecurity expertise to help navigate complex challenges and products, GPSF enables you to more easily acquire the cybersecurity solutions and services that you need with financing options to meet your procurement requirements.



Put a Highly-Trained, ELITE Team on Your Side

More than 70% of our workforce consists of tenured cybersecurity engineers, architects and consultants.



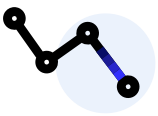
Financing Options:

Flexible financing options may vary from 1-5 year terms, with payments structured for billing in advance or arrears, and with a monthly, quarterly or semi-annual billing cycle. Plans will fall into one of the following categories (or a hybrid of the categories):

IPA (Installment Purchase Agreement): Primarily used to finance software, services and support over a fixed term.

EFA (Equipment Finance Agreement): Primarily used to finance equipment/hardware or components associated with the equipment/hardware.

MELA (Master Equipment Lease Agreement): Primarily used to lease equipment or components associated with the equipment. Software, services, and support may also be leased. The MELA provides an overall framework for a Lease Facility, with individual transactions documented as a Schedule/Exhibit to the Master Agreement. When equipment is acquired using a lease agreement, the associated payments will generally be expensed. The use of a lease to acquire equipment that is subject to technology obsolescence or that requires periodic refresh will usually result in the lowest Net Present Value After-Tax Cost.



Financing Rates:

GPSF offers financing at rates that are at market or better than market rates due to our strong relationships within the financial markets and our vendor community.

✓ **IPA and EFA financings**

The underlying rate is determined by market conditions and are based upon the underlying credit condition of the counter-party at time of funding. Changes in the market conditions or underlying credit profile may result in a change to the rate being quoted.

✓ **MELA rates**

These are dependent upon these same underlying conditions, as well as the residual value characteristics of the equipment being leased. For indicative MELA rates, a description of the actual equipment being leased is required.

Ask your AE about 0% qualifying purchases

About Us

GuidePoint Security provides trusted cybersecurity expertise, solutions and services to help organizations make better decisions that minimize risk. GuidePoint's unmatched expertise has enabled a third of Fortune 500 companies and more than half of the U.S. government cabinet level agencies to improve their security posture and reduce risk.