

**HCL**



# HCL CASH4ASSETS

Capitalize on Technology  
Capabilities

# Why Monetize Assets?

Organizations need to recalibrate their business strategy and pursue new opportunities to combat unforeseen challenges. As leaders navigate a wide range of issues, from enabling a digital working environment for employees to reorienting operations, sustaining liquidity becomes crucial for business resilience.

## Impact of COVID-19 on businesses:



Businesses need to evaluate their existing financial structures and embrace the newer, more efficient technology and services faster. The digital and other market business initiatives would require an immediate influx of capital at times that may or may not be budgeted. The working capital or liquidity becomes important for driving essential business and market activities and can be linked to the following:

### Nature of the Industry & Business



### Shareholder Value



### Operational Capabilities



### Inventory Levels



### Financial & Credit Policies



# What can be a relevant solution?

Organizations have a pool of assets out of which the non-performing, end-of-life, or end-of-service that can be identified and transitioned into liquidity. Also, shifting from the traditional CAPEX financial model for availing technology assets to flexible payment structures can further contribute to raising working capital. This can be appropriated towards all investments necessary to create a sustainable business model that assures operational excellence and delivers the best results to all important stakeholders.

## Introducing Cash4Assets

HCL Cash4Assets comprises of innovative ways to monetize assets along with customized financial schemes and payment models, validated by the broad experience and industry insights. This enables the organization to maintain cash flow liquidity and opens avenues for key digital investments.



### Modes of Availing Cash4Assets

Defer or reduce expenses for a tenure of 36 to 60 months at nominal interest

Generate cash from existing assets through tech buybacks

Short-term rental of pre-owned technology to relieve capacity strains

Pay as per deployment



### Financial Empowerment

Low upfront cost at rational commitment levels

Predictable pricing and no hidden fees

Conversion from CAPEX to OPEX financial model



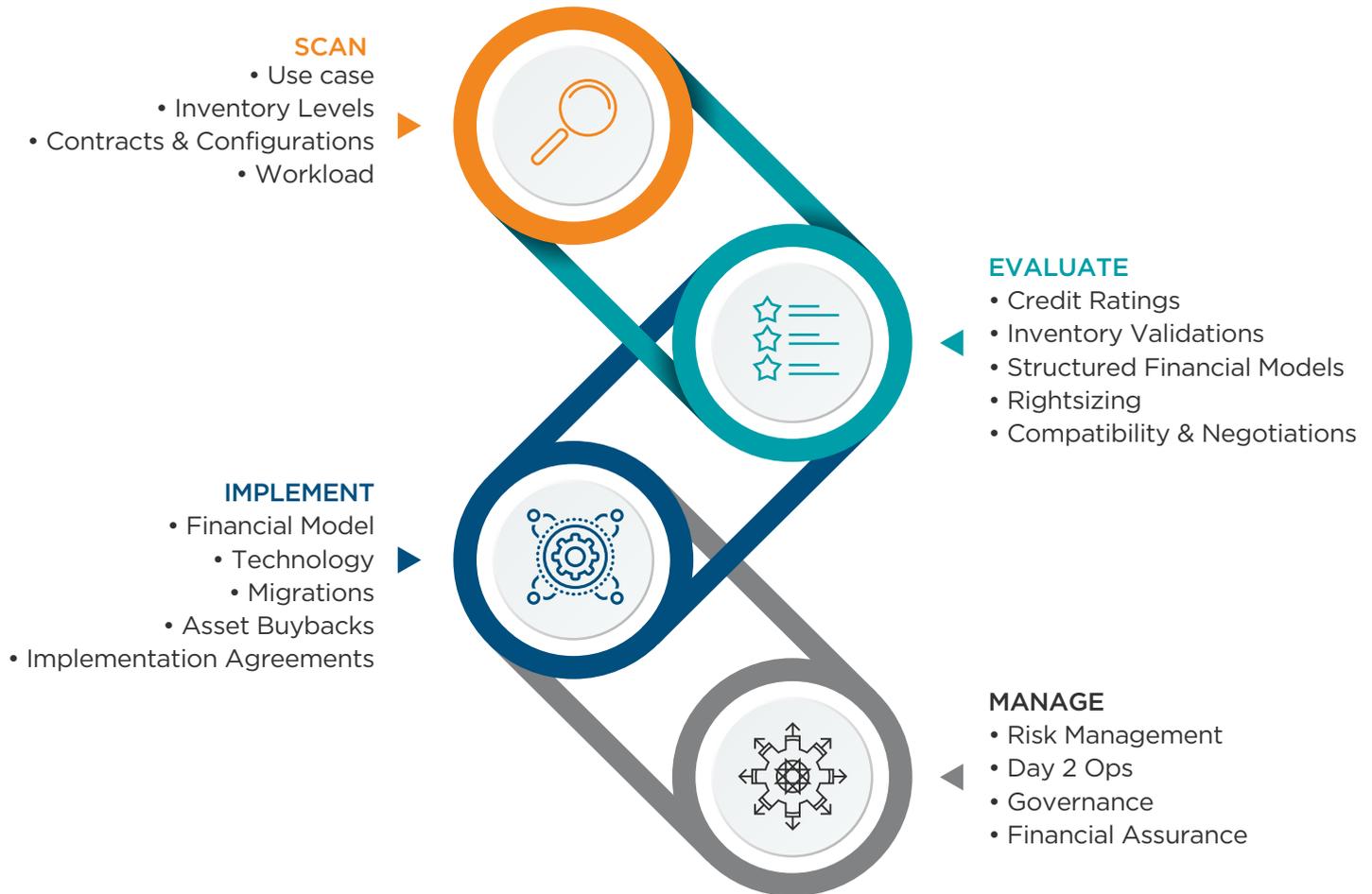
### Solutions Advantage

Compliance for decommissioning of assets with HCL's IT Asset Disposal Services (IADC)

Backed by proven methodology and framework, tailored by HCL

# Asset Monetization Framework

HCL Cash4Assets redefines the current financial models and enables organizations to derive stability and drive initiatives with financial strength. The implementation framework is a four-step model that evaluates the current needs of the business and offers a productive way of recapturing value from an otherwise underutilized or non-performing asset pool and monetizing it as per the needs of the organization.



## Benefits to Business

Businesses can now benefit from the four-pronged aspects of agility, productivity, cost management, and omni presence, in addition to:

- Improved liquidity by leveraging revised cash conversion cycles
- Mitigate depreciation of assets and maximize asset life cycles
- Reduced complexity of ownership and value assessment
- Operational, maintenance, and management cost reduction
- Benefits of OPEX model available for the entire IT ecosystem
- Value realization from decommissioned and non-performing assets
- Competitive advantage gained from adopting cutting-edge technologies at a faster pace

\*Key benefits are dependent on the enterprise credit ratings, partnership level, technology asset's configuration and condition.

# Why Us?

HCL's IT infrastructure management services offer the expertise, talent, and tools required to help you create, run, and manage next-generation IT infrastructure. HCL's leadership in this area is a direct outcome of the customer satisfaction it has earned over the years, in addition to:

1. HCL due diligence, IT auditing, implementation and Day 2 Ops
2. Best-in-class business partners and in-house talent
3. Committed to SLAs and business outcomes
4. Dedicated teams and panel of infrastructure specialists
5. Extensive industry vetted in-house IPs and frameworks

HCL has a proven track record of deep-domain industry expertise in diverse verticals, playing a vital role in producing forward-thinking technology, while keeping the customer-centricity at its core. Strategic decisions are tough decision but have a long-term irreversible implication that can prove to be either rewarding or regressive to your success. So, help us help you!



To find out more about how HCL's Infrastructure Services can help you simplify IT complexity and support your business's digital initiatives, please write to us at [ITO@hcl.com](mailto:ITO@hcl.com) or [ngdc-pmg@hcl.com](mailto:ngdc-pmg@hcl.com)



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