

Lenovo Financial Services

Finance Proposal – Budgetary U.S.

To: Bibb County Schools

From: Pam Decker-Vice President, Regional Lease Manager, Lenovo Financial Services

Date: March 26, 2025

Lenovo Financial Services (LFS) is pleased to propose the following budgetary U.S. equipment financing solution for **Bibb County Schools**. I would be delighted to discuss with you in greater detail how LFS can assist you in creating a sustainable refresh plan for your IT equipment. An LFS lease can provide you with the most cost-effective procurement solution to acquire the technology you need today, while minimizing your total cost of ownership during its use.

LFS is uniquely qualified to support and manage opportunities with customized and integrated processes that complement Lenovo and your business partner. Additional benefits you may enjoy when financing with us include:

- **Total Life-Cycle Management** – We offer life-cycle management of your technology assets from acquisition to disposition allowing your organization to always have the most current technology at the lowest cost. LFS will work with your supplier to ensure a seamless procurement process.
- **Lower Upfront Costs** – 100% financing reduces deployment costs, providing your company with an ability to acquire the IT assets you need today without impacting cash flow. In addition to preserving working capital and keeping credit lines intact, using an LFS finance solution allows a quicker ROI.
- **Ability to Bundle Costs** – LFS offers you the option of financing your entire IT solution including, hardware, software, and business partner services into a single transaction and invoice.
- **Protection Against Advancing Technology** – Financing through LFS allows you to deploy the latest technological advances with minimal financial impact or risk. Depending upon the lease structure selected you can add-on or upgrade during the term of the contract, or you can choose to return, extend or purchase the assets at the end of the contract.
- **Premier Client/Optional Services** – These services are available to major accounts that typically feature an extensive number of assets in multiple locations. We assign a dedicated specialist to serve you during the life of the relationship. Your specialist develops a deep understanding of your invoice and payment requirements as well as other unique elements of your transaction. LFS welcomes the opportunity to discuss optional services such as pack and ship and certified data scrubbing.
- **Customer Service Web Portal** – LFS has an online customer portal allowing you 24/7 access to manage your IT financed assets. From this site you can manage your entire portfolio of lease schedules and contract information.

Lenovo Financial Services' quote parameters for this opportunity are as follows:

Lessee:	Bibb County Schools
Lessor:	Lenovo Financial Services ("LFS")
Equipment:	Lenovo Equipment and Services per SureLock Technology quotes 2229
Equipment Cost:	Option 1: \$10,714,000.00
Structure:	Lease to own / \$1.00 Purchase Option
Term:	48 months 1st annual payment due 30 days from lease commencement.
Lease Rate Factors:	0.27247
Interest Rates:	5.57% (This rate could change with market conditions as noted in Pricing Conditions below).
Lease Payments:	\$2,919,243.58
End of Lease:	You own the equipment / Title to equipment passes to you.
Credit Conditions:	This quote is subject to the review of the most recent available Comprehensive Annual Financial Report (CAFR) and final credit approval. This quote assumes agreement to and approval of lease documentation by LFS including, but not limited to a Master Lease Agreement and other customary documentation including but not limited to, Certificate of Appropriations, Opinion of Counsel and any other associated documentation reasonably required by LFS.
Pricing Conditions:	Please Note indexing: The underlying like term SOFR interest rate swap as of 2/3/25 is 4.04%, (the "Base Rate"). The rate factor used to determine the payment provided in your quote is valid until 4/26/2025, (the "Factor Expiration Date"). After the Factor Expiration Date, the rate for the transaction will adjust one basis point for each one basis point movement in the underlying term SOFR interest rate swap, between the Base Rate and the maximum of i) the underlying like term SOFR interest rate swap as of the date the transaction is set, which shall not exceed ten days prior to the date the transaction is fully funded or ii) 3.04%. Lessor reserves the right to re-price this transaction in the event of a major dislocation in the financial markets or after 365 days past the Base Rate date referenced above at its sole discretion. Rates provided are subject to Lessor's credit, equipment/soft-cost configuration and documentation review and approval. Once the transaction is fully funded the rate will not change. This proposal expires 4/26/2025.

Tax Exempt Pricing: Pricing and payments contained herein assume that the proceeds are used in a manner that qualifies for tax exempt financing under the applicable provisions of the Internal Revenue Code and relevant State Law.

Opinion of Counsel You will be required to provide an opinion of counsel confirming that all required procurement requirements have been met, all required approvals received, and confirming that the contract is valid, binding and enforceable against the lessee / obligor.

This document is not intended to be a binding agreement to the parties with respect to the subject matter hereof. A binding agreement will not occur unless and until all necessary corporate approvals have been obtained and the parties have negotiated, approved, executed and delivered definitive agreements. Until execution and delivery of all definitive agreements, the parties shall each have the absolute right to terminate all negotiations for any reason without liability or obligation.

LFS trusts you will find the above proposal acceptable to your specific financing needs. Please let me know if you would like us to present alternative terms and pricing that may better suit your requirements.

We look forward to working with you. I will be contacting you soon to discuss this proposal in greater detail.

Best regards,

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Regional Lease Manager
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