

# Innovative asset acquisition models

for a changing economy

**Pay-per-use solutions – powered by DLL**



Many companies are asking the same questions, but answers have been sparse. **Until now.**



DLL's Pay-per-use solutions help companies from all sectors **answer and address** these important questions.

# What is Pay-per-use

and is it a good fit for my business model?



Pay-per-use is a customised data-driven financial solution born out of the **evolving need of businesses to maximise profit and align their asset costs with their revenue**, perfect for businesses that have income fluctuation throughout the year



By leveraging IoT technology and telemetry data, businesses are able to have **full oversight and management of what their assets are doing day to day**, ensuring that all assets are being used efficiently and for the right applications

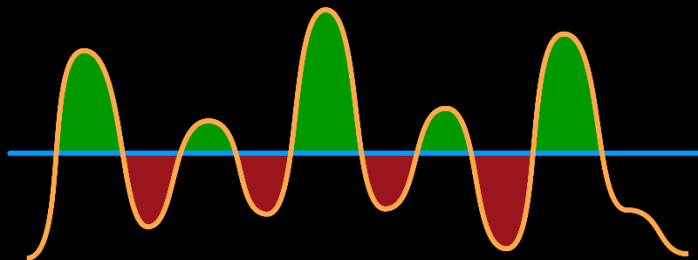


If your business invests significant capital to acquire assets and has a desire to **efficiently reallocate costs between capital & operational expenditure**, then a conversation about Pay-per-use makes sense

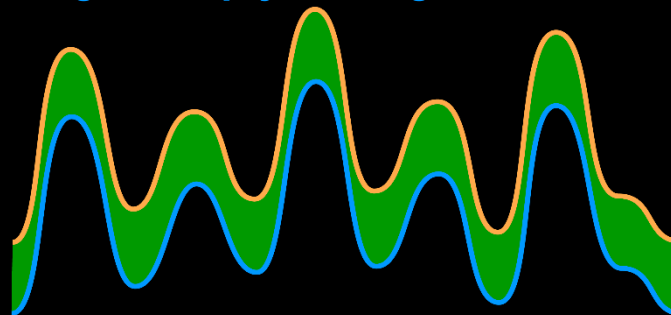
# The Pay-per-use difference

## Revenue & cost alignment comparison

**Fixed payment: misaligned**



**Usage-based payment: aligned**



■ Cost

■ Revenue

Charts are for illustrative purposes only

We carry out regular reviews with our customers using telemetry data to make sure their businesses are getting the **best possible use out of the assets** and that the assets are right-sized for their needs.

Our Pay-per-use customers are only paying for assets when they use them, ultimately resulting in **greater cost and revenue alignment** for their businesses & significant operational flexibility.

We provide our Pay-per-use customers with a **simple consolidated invoice for usage** in the month, so they know what assets were used, how much they were used, and what the overall usage cost was within the month.



# Partnering with DLL

Founded in **1969**  
in **Eindhoven**,  
**The Netherlands**



1969

Active in more  
than **30 countries**



Focus **industries**



Agriculture



Clean  
technology



Construction



Food



Healthcare



Industrial



Technology



Transportation

More than

**40**  
**nationalities**



**800,000**  
global  
customers

**100%**

owned subsidiary of the  
**Rabobank Group**

Global portfolio of more than

**€35 billion**



**A leader in  
usage-based solutions**  
for over 20 years.

**If you're asking these questions,  
we have in-market solutions for you.**

**[www.dllgroup.com](http://www.dllgroup.com)**

**Please contact us today to start the conversation.**



**Richard van Dort**

DLL Financial Services

Director - Pay-per-use Europe

☎ **+ 44 (0)7917 072677**

✉ **[Richard.vandort@dllgroup.com](mailto:Richard.vandort@dllgroup.com)**

🌐 **[www.dllgroup.com](http://www.dllgroup.com)**

in **[Linkedin.com/in/Richard-van-dort-a598862b](https://www.linkedin.com/in/Richard-van-dort-a598862b)**

