

Tech Data Finance Solutions



Tech Data Finance Solutions unlocks business opportunities

70%

of all organisations use a financing solution to purchase technology

41%

of all organisations say it's more important than ever to have an integrated technology and finance strategy

73%

of all organisations are seeking funding options before requesting a quote

source: Forrester survey

Tech Data Smart Finance solutions support your growth

Do you know that financed deals are on average 30% bigger and have a 12% higher win rate?

Tech Data helps organisations of all sizes deploy the latest technology to give them a competitive edge and to ensure the business benefits from the investment exceed the cost. Tech Data's dedicated team of finance experts is focused on helping partners tailor the best finance solution to:

- Drive more business
- Improve profitability
- Get paid sooner
- Reduce credit risks and bad debt
- Enhance customer satisfaction

Our financing teams guide you through the full process from quote and contract, to acceptance and payment. They'll take into consideration multiple factors including project requirements, payback periods, cash flow and accounting preferences.

Finance solutions are not just limited to hardware refreshes

Tech Data can finance every IT project: from Endpoint Solutions, Advanced Solutions, migration projects and software application development.

What would you pay to keep your capital intact or your cash-flow healthy?
Let's start working together.

Tech Data's portfolio of finance solutions gives partners access to different and flexible ways to purchase technology.
Unlock new and exciting business opportunities!

Tech Data introduces Cisco Flexible Finance

The Flexible Finance portfolio allows you to benefit from Cisco's technology and pay for it in predictable monthly payments. You can combine hardware, software, services, and third-party equipment² - with options to add more solutions to the contract as your customers' business grows.

Combined with Tech Data Financing expertise, Cisco Flexible Finance delivers key benefits



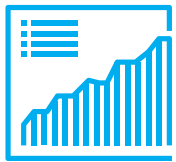
Close deals faster

Overcome objections about limited or unavailable budgets, eliminating lengthy sales negotiations



Get more money faster

Receive your payment as soon as the customer signs the finance contract in turn improving your own company's cash flow



Trigger recurring revenue

You are first in line when the financing terms expires, while avoiding customer's infrastructure obsolescence thanks to flexible migration options



Customer relationships

Build deeper long term relationships with your customers

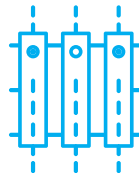
Cisco Financing solutions cover all Cisco® and third party technology¹, including hardware, software and service



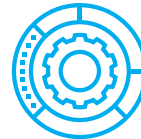
Collaboration



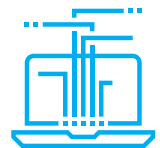
Security



Data Center

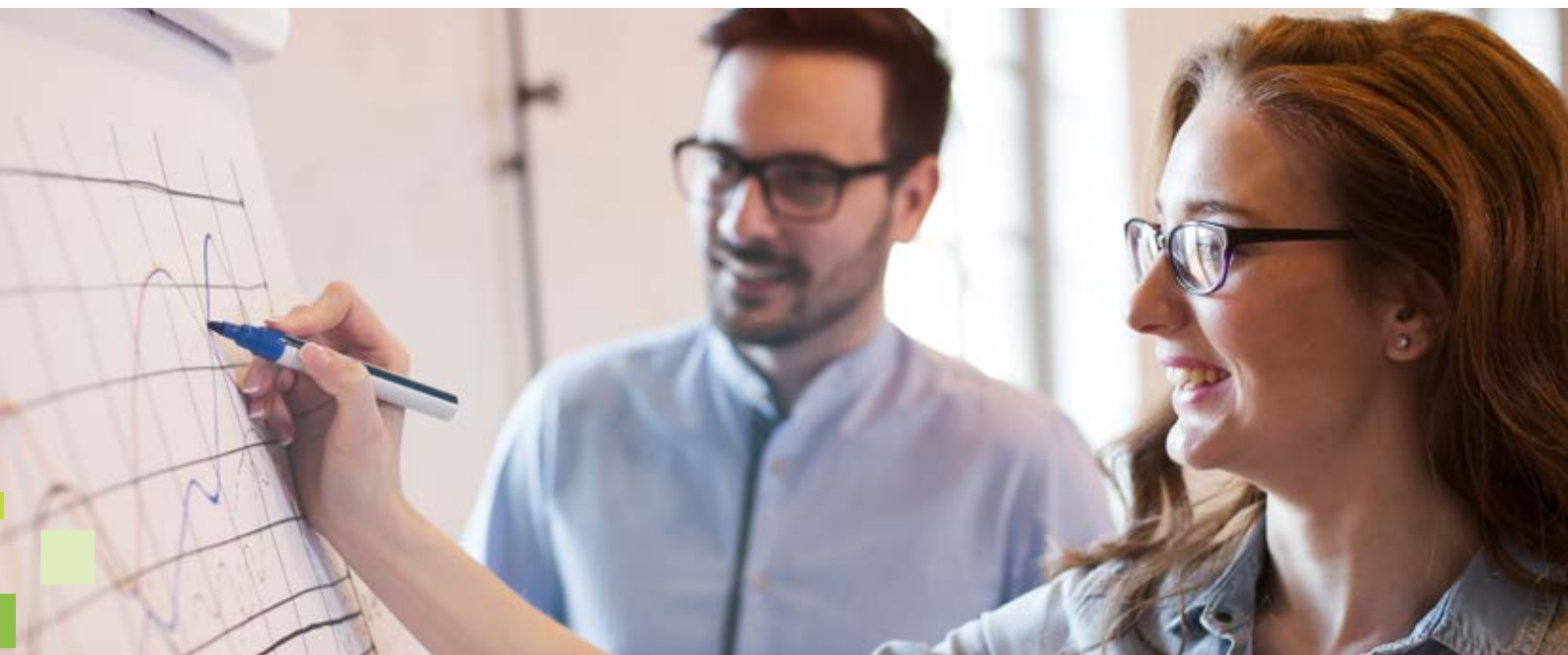


Software &
Services



Enterprise
Networking and
associated

¹ Third-party costs include installation, support, and third-party noncompetitive hardware
² The equivalent in local currency



Cisco Flexible¹ Finance at a glance

Offer	easylease 0%	Commercial Payment Options	Easy Pay 0%
If your customer invests from	\$1,000 to \$250,000 ²	\$250,000 to \$2M ²	\$150,000 to \$10M ²
Lease duration	36 months	36, 48, or 60 months	36 months
Minimum Cisco spend	70% of total price		90% of hardware purchase price and 100% of software and services (max 70% of BOM
Other requirements	Min. 10% Cisco hardware, up to 30% third-party costs ³	Min. 70% Cisco and Alliances hardware, up to 30% third-party costs ³	Min. 30% Cisco hardware and up to 10% third-party costs ³
End-of-lease options	Purchase or return	Purchase, return, or refresh ⁴	
Availability	Offer valid through 26th of July 2019 Offers may vary per country - Contact Tech Data for more information		
Key customer benefits	Spread payments over 36 months at true 0%	Defer technology refresh decisions with certainty of future costs	0% or better financing to ease migration to new Cisco technology

Earn 1% rebate on every contract financed with **easylease** 0%⁵

1. Financing products provided by third-party financiers. Participating countries' terms and conditions apply. Credit approval required by finance partner 2. or the equivalent in local currency 3. Third-party costs include installation, support, and third-party noncompetitive hardware 4. End-of-term buy-out options are available in accordance with local policies 5. Rebate terms and conditions apply. For rebate application go to: www.cisco.com/go/ppe. Select the tab 'Eligible Programs'. Search for the program 'EMEA EASYLEASE PARTNER INCENTIVE PROGRAM' and enroll.

Tech Data financing experts and tools can help you to determine the best finance solutions and guide you through the full process from quote and contract to acceptance and payment.

Don't wait until finance becomes a bottleneck.
Be prepared and reach out to our finance experts today!

Contact financesolutions@techdata.com or
your local representative for more information

