



Riding the Credit Elevator to £1m

Tech Data introduced a new **£1 million top line on its Credit Elevator programme** in February. The idea of the scheme is to make it easier for resellers to grow sales without having to re-apply for extra credit and provide additional guarantees.

Resellers can lift credit on a **month-to-month basis** – or as and when they need to – in pre-defined increments. The thresholds for credit limits have also been revised, taking many more resellers onto higher levels immediately. Around **£6 million of additional credit has already been provided as a result.**

The Credit Elevator starts with an initial £5,000 credit line, which can be **stepped up automatically** providing the reseller uses 75% of the line within the month and pays on **30-day terms**. 'It's all about giving them the flexibility to grow their business', said Nick Tiltman.

The £1 million is really just a figure that SMB resellers can set as a goal. But they don't have to aim for that or any other specific target, and nor do they have to stop at that point. Having reached the top floor, as it were, they would then be invited to discuss their plans for the future with the Credit and Finance Services team.

	Current Limit	Minimum Spend	Payment	New Limit
Month 01	£5,000	75% Available Credit	To terms	£10,000
Month 02	£10,000	75% Available Credit	To terms	£15,000
Month 03	£15,000	75% Available Credit	To terms	£30,000
Month 04	£30,000	75% Available Credit	To terms	£40,000
Month 05	£40,000	75% Available Credit	To terms	£60,000
Month 06	£60,000	75% Available Credit	To terms	£90,000
Month 07	£90,000	75% Available Credit	To terms	£140,000
Month 08	£140,000	75% Available Credit	To terms	£200,000
Month 09	£200,000	75% Available Credit	To terms	£300,000
Month 10	£300,000	75% Available Credit	To terms	£460,000
Month 11	£460,000	75% Available Credit	To terms	£700,000
Month 12	£700,000	75% Available Credit	To terms	£1,000,000

If you would like further information about the Credit Elevator or any of the services available from the Credit and Finance team, please call **01256 864 244** or email limitreviews@techdata.co.uk