

Finance Solutions Unlock New Business Opportunities



Tech Data's portfolio of finance solutions is about giving you access to different and flexible ways to purchase technology. We also offer a range of finance solutions designed specifically for the channel. With more finance options available to you, it opens the door to a world of new and exciting business opportunities.

When it comes to financing, the IT industry lags behind

Traditionally, the IT industry has been accused of being too focused on selling technology. Whilst the industry has been good at providing credit, this doesn't go far enough in giving customers alternative ways to pay for their IT purchases. Often not enough attention goes into providing customers with a range of suitable payment options. In this respect the IT industry lags behind many other comparable industries. However, things are changing and today more and more IT providers are realising the importance of giving their customers sound ways to finance their IT purchases. When IT projects and hardware refreshes become more affordable and financially accessible, it opens many more doors to help customers get more from the power of technology.

Behind every successful IT project is a smart finance solution

Tech Data helps organisations of all sizes around the world deploy the latest technology to give them a competitive edge in the market place. If you strip back an IT project to its fundamentals, it boils down to ensuring the business benefits derived from the technology exceed the cost. Smart finance solutions can reduce the cost of capital employed, opening the door to many more IT projects.

When it comes to IT, Tech Data is one of the leading providers of finance solutions

Tech Data has a dedicated team of experienced finance experts focused on helping customers grow their businesses by leveraging our powerful portfolio of finance solutions. We understand that there isn't a one size fits all solution when it comes to choosing the right type of finance. Project requirements, payback periods, cash flow and accounting preferences all have to be carefully considered. With the aid of our financing tools we will help you to determine the right type of finance. Then armed with this information, we will find the best finance solutions in our broad portfolio for you to choose from. Importantly, our finance experts will guide you through the full process from quote and contract to acceptance and payment. Our goal is to ensure you are one hundred percent satisfied with the end-to-end service.

Finance solutions are not just limited to hardware refreshes

Tech Data has two primary product portfolios, Endpoint Solutions and Advanced Solutions. In addition to being able to offer finance around both portfolios, we can also offer finance to cover just about any type of IT project you can think of. So if you are about to undertake a migration or you are planning for software application development and you need affordable finance, chances are Tech Data can help. As long as it is IT related, we can help you finance it.

Finance solutions for the price of a coffee

What would you pay to keep your capital intact or your cash-flow healthy? The finance solutions we offer are all very competitive. For some of our customers, the finance costs them less than the price of a daily coffee. As an added bonus, our finance experts will offer to buy you the first cup when you discuss your requirements with them.



You and your customer can enjoy and afford the latest technology with **Tech Data's finance solutions!**

Customers are increasingly favouring the as-a-service model around technology as use is becoming more important than ownership

The world is becoming more service driven and financing IT purchases is no different. Fortunately, Tech Data can provide a range of different financing solutions that are designed around businesses wanting service driven models. Instead of owning a depreciating IT asset, organisations can simply lease or rent their IT solution for a fixed period or for as long as they want to use it. For many customers, it makes it far easier to benefit from the latest technologies whilst paying less. This option is transforming many businesses, allowing for a more predictable and simpler budgeting and cash flow management process. In addition it frees up capital for use with other investment projects.

Have the freedom to choose your perfect mix of finance solutions

Tech Data's portfolio contains an extensive range of finance solutions including leases, subscriptions and loans. Our experts will help you select the right mix for your IT project. You may decide to fund hardware with one type of product and software or services with another. Ultimately, we'll ensure you get the right finance for your needs with the best terms and conditions.



Finance solutions from Tech Data help our customers to

- Drive more business
- Improve profitability
- Enhance satisfaction for the customers they serve
- Get paid sooner
- Reduce credit risks and bad debt

Contact our finance specialists to get started:

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Finance solutions for the channel are designed to give you extra flexibility you won't find anywhere else

As a global IT distributor of products, services and solutions, Tech Data truly understands the support you need. For this reason, we've partnered with the leading finance providers to the IT industry in order to give you access to finance solutions that can accommodate the stresses and pressures unique to IT providers. We recognise the extra support you need at times of high value opportunities, where deals cannot always be facilitated through the normal 'trade' mechanism.

With channel focused finance solutions, you can enjoy extended terms if desired. This may be needed due to the duration of the technical implementation or simply because you are faced with the demand from your end-users for extended payment terms. In addition, we can provide finance that enables you to transact business on a secondary credit account from your normal run rate business. With this sort of flexibility, you have the power to transact big projects without it impacting the rest of your business. Not only does this help you to optimise working capital, it also reduces the financial stress on your organisation during peak sales periods.

Don't wait until finance becomes urgent

When it comes to finance, it is a good idea to be prepared. Reach out to our finance experts today to talk about some of the options available so that when the time comes to needing finance, much of the set-up work is already done. When you speak to our finance experts, there is no obligation, and if you ask politely, they will buy you that first cup of coffee.



More information

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