

VendorFS

Region Profile: EU

Customised Finance Solutions



VendorFS focuses on providing innovative financial products to vendor's customers and channel partners in EMEA and India with the ultimate goal of generating WIN-WIN solution for vendors and customers.

Our aim is to help customers to

- increase efficiency, productivity and profitability of vendor products' upgrade
- reduce the cost of ownership
- structure payments in line with project development, budget, cashflow and CAPEX/OPEX requirements

Value for the vendors:

As a result, innovative financial solutions can help vendors:

- Generate increased sales
- Deliver 100% upfront cash to the vendor, while customers are supposed to pay within 5Ys to the bank
- Win key projects
- Shorten the sales cycle, decrease DSO(Days Sales Outstanding), eliminate the risk of payment delay

Operating Lease

Currency: USD or EURO or CHF

Min Amount: 1 mln USD

Max Amount: no limits

Tenor: up to 3-5 years

Four OPTIONS AT THE END OF LEASE TERM:

- Technology Migration (if you want to replace)
- Fixed-Term Extension (if need equipment for 1...2Ys)
- Return the Equipment (you save up to 15%)
- Purchase the Equipment at market price (if you need equipment for more than additional 2...3Y)

Option Contract

Currency: USD or EURO or CHF

Min Amount: 1 mln USD

Max Amount: no limits

Tenor: up to 3 years

Finance Lease

Currency: USD, EURO

Min Amount: 1 mln USD

Max Amount: no limits

Tenor: up to 3-5 years

Assignment Agreement (Factoring)

Min Amount: 1 mln USD

Max Amount: no limits

Tenor: up to 3 years

Inventory Finance for dealers and resellers

Min Amount: 1 mln USD

Max Amount: no limits

Tenor: 90 days with option to increase up to 3 years for specific projects

Disclaimer: the projects are considered on deal-by-deal basis. Terms & Conditions and ability to fund the deal depends on several factors to be discussed separately for each of the customer

Value for Customers

* Match payments for equipment to revenue generated by the project
* Pay as You Grow

* Replace equipment when obsolete.
* Increase efficiency, productivity and profitability of vendor products' upgrade

* Ability to use both CAPEX budget within 3 years
* Reduce cost of ownership without risk, PBP
* Improve cash flow / budget management, ROI, OIBDA-CAPEX, ROA

* Finance solution for the total project: HW/SW/service
* Multi-vendor finance, including vendor's programs
* Simple documentation
* Fixed payments over 3-5 years

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