

VendorFS

Country Profile: Serbia

Customised Finance Solutions



VendorFS, Ltd (Vendor Financial Service) is a UK company focused on providing innovative financial products to vendor's customers and channel partners in *EMEA, LatAm and India* to create WIN-WIN-WIN solutions for vendors, dealers and customers.

Our finance products help customers to

- increase efficiency of upgrading equipment
- reduce the cost of ownership
- structure payments in line with project development, budget, cashflow and CAPEX/OPEX requirements

Value for the vendors:

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

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

Finance Programs for Public Sector

We have a special focus on financial programs for Public Sector including EU programs.

T&Cs depend on industry and program

Loan

Currency: RSD (Serbian dinar), EUR, USD

Min Amount: 1 mln EUR

Max Amount: no limits

Tenor: up to 3 years

LC with postfinance

Currency: RSD (Serbian dinar), EUR, USD

Min Amount: 1 mln EUR

Max Amount: no limits

Tenor: up to 3 years

Finance Lease

Currency: RSD (indexed in EUR), EUR, USD, ...

Min Amount: 1 mln EUR

Max Amount: no limits

Tenor: up to 2-7years

Assignment Agreement

Currency: RSD (indexed in EUR), EUR, USD, ...

Min Amount: 1 mln EUR

Max Amount: no limits

Tenor: up to 3 years

Instalment Sales through Channel Partner Finance (Back-to-back loan)

Currency: RSD (indexed in EUR), EUR, USD, ...

Min Amount: 1 mln EUR

Max Amount: no limits

Tenor: up to 1 years, revolving

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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