



SEISMIC

Benefits to You

- Sell your solution without tapping your own working capital or incurring additional debt, thus reducing your risk.
- Receive immediate payment for your profit on the hardware/software portion of the solution.
- Generate a recurring revenue stream from the services portion of the solution.
- Sell a total solution to your end-user customers and enable them to pay for hardware, software and services in one monthly payment.
- Sell larger and more profitable solutions by offering this monthly payment financing plan to your customers.

Benefits to Your Customers

- One monthly payment covers the entire managed services solution, including hardware, software and services. This eliminates the need for an up-front capital expense for the solution.
- There may be potential tax benefits for your customer if the product purchase can be treated as an operating expense vs. a capital expenditure. End users should consult their financial advisors for the proper tax strategy.
- It's easy to refresh and upgrade technology when the managed services contract is renewed.
- It's easy to dispose of old equipment, by returning it to the finance company.

SOLUTION FINANCING

YOUR PARTNER FOR A COMPLETE HARDWARE AS A SERVICE SOLUTION

You already know that implementing a managed services practice increases your profit and helps sustain recurring revenue streams. Now you can offer your customers the most comprehensive Hardware as a Service (HaaS) solution in the industry — Ingram Micro Seismic Solution Financing. By bundling all equipment, software and professional services costs, we enable you to provide a simple, single monthly payment to your end-user customers.

A Complete Solution From One Source

Because bundled product and service financing is rare, solution providers are forced to find financing for the hardware portion of the sale, which results in two separate billings to your customer, one for hardware and one for the professional services. This results in a convoluted billing process for your customers.

Ingram Micro Seismic Solution Financing eliminates this and consolidates the hardware and software cost and the professional services costs into one end-user bill per month.

You'll increase your end-user customers' purchase power by reducing large up-front expenditures. And you'll receive immediate payment for your profit on the hardware and software license portion of the solution.

Better Business for You and Your Customers

Because Ingram Micro has always provided our partners with solid financing and leasing programs, you can rest assured that you'll receive great rates and program support. Best of all, you can pass the advantages on to your customers, ensuring improved customer satisfaction and increased entanglement with their businesses.



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Get Started Today

Partnering with Ingram Micro for Seismic Solution Financing is simple. Once you and your customer are approved for funding, we work with you to choose the most

appropriate financing options. Because we take the time to structure the ideal solution for you, you and your customers can be sure you're receiving the best pricing and program solutions.

CONTACTS

To get started and learn more about Ingram Micro Seismic Solution Financing, contact an Ingram Micro Preferred Leasing representative at (877) 877-0035, or e-mail preferredleasing@ingrammicro.com. For questions about our services, e-mail services@ingrammicro.com, visit www.ingrammicro.com/seismic. For the Ingram Micro Services team in Canada, call (877) 755-5002, option 1 or e-mail services@ingrammicro.ca, visit www.ingrammicro.ca.

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