Ingram Micro Credit and Financial Solutions leads the channel in providing guidance and expertise to our partners in growing their business.
How can Ingram Micro Financial Solutions Credit support your business for growth?

Ingram Micro listened to our reseller and vendor partners, like you, to create innovative, financial offerings. The only deal we can’t finance is the one we do not know about. Watch this video to learn about our inventive financial programs, end user preferred financing options, and how to protect your own balance sheet from Anthony Mackle, CFO Ingram Micro Americas.

Our financial programs and resources give you more flexibility and get your reluctant customers to say “Yes.”

Let us help you choose the right options to drive your revenue, increase your buying power and maximize your cash flow.

Did you know? Resellers leveraging Ingram Micro financial solutions and credit programs outperform their peers by 25% on average.
Statistics show the importance of financial solutions

### Quoting and proposals

- **61%** clients agree that “When acquiring equipment and technology, I expect my solution provider to offer a finance option and/or monthly payment plan.”
- **64%** clients agree that “It is easier to make a technology acquisition when a finance payment option is provided.”
- **71%** solution providers agreed their customers acquire more product and service lines when they had monthly payment options.

### Closing deals

- **77%** solution providers say closing deals is easier with monthly payment options.
- **85%** solution providers increased margins by 5% or more with financed deals vs. deals that were paid for with cash.

### Getting paid

- **76%** solution providers say their Days Sales Outstanding (DSO) decreased by 5 days or more.
- **60%** solution providers say financing enhances their cash flow.

### Making the next sale

- **41%** clients say monthly payments make it easier for them to keep technology current and updated.
- **31%** solution providers agree they get more frequent and consistent refresh cycles when the customer is making monthly payments.
Ingram Micro Flexible Payment Solutions is an innovative and cost-effective way for customers to acquire their technology. By using Ingram Micro Flexible Payment Solutions, you can conserve upfront capital, protect your business from obsolescence and implement your solution today, while making low, fixed payments over an extended term.

Our team of dedicated leasing specialists will guide you through the process to make it easy and convenient.

You get a variety of benefits:

- Quoting integrations
- Managed services billing
- Online portal
- Same-day funding
- Prompt service
- Digital signatures
- No hidden fees

Quote finance deals, send customer proposals and apply for end user credit—all from the Ingram Micro Flexible Payment Solutions portal. CLICK HERE TO GET STARTED
As a service, at your service

Your IT buyers are looking for simple technology solutions for their complex business needs. Exceed their expectations with a single monthly payment option for all the technology and services you provide them. Technology-as-a-service offerings through Ingram Micro Flexible Payment Solutions give you multiple options to adopt an “as a service” model that matches your go-to-market strategy.

<table>
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<tr>
<th>Why tech resellers like “as a service”:</th>
<th>Why tech buyers like “as a service”:</th>
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<tbody>
<tr>
<td>Easier to implement and for customers to use</td>
<td>Single invoice</td>
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<td>Simple, predictable refresh cycles</td>
<td>Predictable budget</td>
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<tr>
<td>Improved cash flow</td>
<td>An easy way to keep technology updated</td>
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Once you’re engaged with us, the process is simple

You send us your end-user facing proposal so we can quote a monthly payment for the technology solution you’re offering them. Our integration with tools like QuoteWerks streamlines the lease/finance quoting.

You receive a credit decision and documentation.

You send the signed documents and invoice to us.

You receive the funds once the customer confirms start of the lease.

Use your cash to grow your business and let us finance your technology

- When is a dollar worth more than a dollar?
- When you spend that dollar on a depreciating asset, does it still hold the same value?
- What if you took that dollar and invested it in your business? What would the return be in 3 months? In 6 months?

Best-in-class managed services providers (MSPs) leverage the right financial vehicles for the right solutions. In a recent survey, 52% of MSPs said they value partnering with a strong third-party finance provider. Ingram Micro can be that provider—offering you the best of both worlds. Not only do we understand the IT channel but we also have the right financial products to bring value to your business.

Did you know? Ingram Micro offers Managed Print Services that leverages our Flexible Payment Solutions financing? Learn more about MPS here.
A partner needs to purchase various technologies to support a customer’s managed services agreement. The customer pays one monthly payment to the MSP for the agreed-upon services. This places a strain on the MSP’s cash flow since they often need to purchase certain technology upfront. Instead of using their cash or bank line, we help ease the burden by financing the gear on their behalf. No end-user signatures are required, and a simplified credit line is applied to all their long-term technology financing. And the partner can build in the cost of financing into the managed services agreement.

Best-in-class MSPs don’t even quote a technology cost. They bundle it along with their managed services. They can even build the quote for financing using some of their quoting tools including QuoteWerks, Salesforce, ChannelOnline and ConnectWise.

Ingram Micro offers simple two-page agreements that help streamline the sales process as well as white-label agreements for approved partners.
GET TO “YES” FASTER. Technology Tools to Streamline Financing Processes

Financing doesn’t have to be hard. With the technology integrations and tools we’ve built—you can go from quote to close in just a few clicks.

Technology Features

QUOTE
Quickly calculate the finance payment for any opportunity. Select a monthly or annual payment plan for multiple terms and finance program types.

PROPOSE
Generate a proposal with the payment options you quoted for your clients.

SUBMIT CREDIT APPLICATION
Send customer and transaction information to Ingram FPS to credit review.

GENERATE FINANCE DOCUMENTS
Prepare and generate the documents for the customer to sign.

ENABLE CUSTOMERS TO DIGITALLY SIGN DOCUMENTS
Digital document capabilities allow your client to digitally sign and send finance documents back for quick processing.

ACCESS TO FINANCE PORTFOLIO
Gain 24/7 access to your customer’s finance agreement information including contract type and term, remaining payments, invoices and end of term data.

AVAILABLE TOOLS

QuoteWerks | Quote | Propose and Submit Credit Application
salesforce | Quote | Submit Credit Application and Generate Documents

Want access to the technology? Contact a dedicated specialist today.

(844) 360-3899 | sales@ingrammicrofps.com
Direct Express

How would you grow your business if you weren’t constrained by your credit line? Let us help you finance your next opportunity with Direct Express—an easy, low-cost lockbox solution to supplement your credit line for financially strong end-user customers. The process is easy with minimal paperwork involved.

The benefits of Direct Express

- Increases your buying power
- Earns you top-line revenue
- Complements your net line at Ingram Micro, and you can use both accounts to finance business
- Invisible to the end user, who is not aware that Ingram Micro is helping to finance the sale (unless Notice of Assignment is required)

A financial success story

One of our SMB resellers received a request to bid on a large storage solution for a prime contractor. This reseller had been working with Ingram Micro for nearly 10 years and has been an excellent partner. This order would have nearly tripled their credit line!

After speaking with the reseller, our senior credit analyst reviewed their credit and approved them for our Direct Express program. And the reseller ultimately won the deal and landed an additional $1M opportunity right after that!

Enable to Scale—
A Partner Success Story
A win-win for you and your customers

As part of our value-add to reseller partners, we’re offering you and your customers AMP, a new program that allows you to assign the end-user PO to Ingram Micro and eliminate all the credit risks.

Ingram Micro will take care of all the details, including fulfillment, invoicing, collections—even the taxes. And the inventory title is passed directly to your customer.

With AMP, you increase your credit capacity—and the ability to target larger and more frequent sales opportunities. And your customers will be more likely to say YES to purchasing opportunities where financing may be a concern.

HOW THE PROGRAM WORKS

You, the reseller, enter into an agreement with Ingram Micro to refer your end-user purchase orders (prior credit approval is required) to us. We assume all the risk.

- Ingram Micro will approve end user into the program.
- You complete an order placement form that outlines pricing to the end user.
- The PO received from the end user is assigned to Ingram Micro.
- Ingram Micro will fulfill the order and ship product to the end user.
- Ingram Micro will invoice the end user with a remittance sent via lockbox.
- Once payment is received from our end, you’ll receive your commission on the sale.

REQUIREMENTS AND FEES

- The offer is valid only on technology solutions delivered by Ingram Micro.
- The equipment must be shipped directly to end user.
- Your end-user customer must credit qualify.
- There’s a program fee for the reseller of 1% of Ingram Micro’s cost.
- The equipment must be shipped directly to end user.
- Your end-user customer must credit qualify.

Introducing the Agent Model Program (AMP)
AMP up your business—with no financial risk
Follow our Financial Solutions podcast series for in-depth discussions on our different solutions, success stories from customers just like you, and how leveraging financing with tech is a winning combination.

Find these and all of our podcasts under Trends here.
FinMkt has partnered with Ingram Micro to provide our partners with access to capital to grow their businesses.

Available products
Within a matter of minutes, FinMkt’s revolutionary funding platform can get your business different product offerings from top direct online lenders.

- Lines of credit
- Working capital
- Term loans
- Secured and unsecured

What opportunities would you take if you had more capital?

Working capital and line-of-credit options from FinMkt

Introducing FinMkt Business Solutions
Ingram Micro has partnered with FinMkt to provide innovative solutions to partners to access lines of credit, business loans and working capital with flexible payment terms and funding amounts up to $10 million.

FinMkt provides a best-in-class multi-lender platform for commercial financing. Through one interface, you can potentially save time and money as FinMkt brings together select complementary funding sources to offer more options to Ingram Micro partners.

Ingram Micro | FinMkt Process

- APPLY
  Fill out an application.
- UPLOAD
  Upload and import documents required for funding.
- REVIEW
  Review approved products. Specialists are available to discuss your options.
- FUND
  Agree to terms and receive funds in as little as 48 hours.

Apply now or call (833) 4-INGRAM [(833) 446-4726]
Financial Solutions

financialsolutions@ingrammicro.com

(877) 877-0035

Schedule a consultation with our Financial Solutions Team

Schedule a meeting