

Channel Financing

Financing to help resellers build their business

Highlights

- Increase your Accounts payable period at no cost to your business
- Manage credit limits for special financial requirements
- Negotiate extended terms up to 120 days, instantly available and under your control
- Reduce the cash needed to run your business
- Manage your account with convenient online tools
- Release some of the working capital pressures

There's a better way to trade

As a value-added reseller, you experience a variety of conflicting pressures. You need to keep your margins up to keep your costs down. In this current climate your suppliers want to be paid promptly, and want to get the best price for their products. Your customers want rockbottom prices, immediate delivery and extended terms. A common theme running through these pressures is cash! You need cash to run your business from day to day, and over time to fund growth. Today, with credit lines shortening, cash is constrained as never before.

The Arrow ECS Channel Financing program will help relieve this pressure on your business. This specialised financing service will improve your cash flow, and give you greater flexibility to fund your business needs.

Optimise your working capital – Reduce your cash outflow

Our fulfilment service can assemble product from a variety of manufacturers and provide a one drop shipment. This is a logistical foundation for you to manage inventory down to what you need, when you need it.

To complement this we offer you Channel Financing: a financing facility to fund any hardware, software and services you order from Arrow ECS.

Our Channel Financing is a specialised service backed by IBM Global Financing. You manage your account with an on-line tool to simplify administration. You negotiate the amount of credit available direct with IBM – as industry financing specialists this will often increase the credit available, and gives you an additional credit line separate from your bank. As specialist IT financiers, IBM Global Financing understands the need for extra credit to accommodate large orders: they can temporarily increase your credit line so you can fulfil these orders.

Your account is settled by direct debit, to coincide with your free financing period. For additional flexibility, you can agree an extended period for the automated settlement date, and then choose to pay on time or use the extended period when you need it, thus easing your working capital pressures.

The combination of a generous free financing period, immediately available extended credit, and temporary increases in your credit limit, gives you the flexibility

to structure funding and payments to fit your cash flow. You can improve the strength of your financial operations and preserve your credit lines.

Focus on what you do best - Build a better business together

Our Channel Financing solution will enable you to grow faster. Separating credit negotiations from logistics and technical support should enable us to concentrate on providing you with an even better service. The clear distinction between technology distribution and commercial negotiations will improve our partnership.

From the perspective of both our organisations, Channel Financing is a first step to building a better business. There is the potential to go further. We can help you use financing to overcome your customers' budget constraints, bring deals forward, and then keep control of future upgrades and repeat sales.

Leasing your solutions is another way to use financing to grow your business, increase your margins and strengthen your balance sheet. Contact us if you also want to extend your use of financing in this way.

Contact us

www.arrowecs.co.uk/financialservices

0800 983 2525

financialservices@arrowecs.co.uk

Alternatively, please speak with your Account Manager about specific customer needs.