

A photograph of two men in a food processing plant. They are both wearing white lab coats and hairnets. The man on the left is younger, with a beard, and is looking down at a tablet. The man on the right is older, with a white beard, and is pointing at the tablet. They are standing in front of industrial equipment, including pipes and machinery. The background is slightly blurred, showing more of the plant environment.

SIEMENS

FOOD AND BEVERAGE FINANCE

# Financing Programs for Channel Partners, OEMs and Vendors

Give your customers the best-fit food and beverage technology  
with finance built in  
[siemens.com/food-and-beverage-finance](https://siemens.com/food-and-beverage-finance)



Differentiate  
and add value



Better meet  
customer needs



Expert guidance  
from Siemens

## **Integrated finance to enable sales**

Financing Programs for OEMs, Channel Partners & Vendors, known as Vendor Finance, let you offer affordable finance options to your customers so they can select the best-fit food and beverage technology for their business. With a more compelling proposition you can overcome competitive pressures and improve your sales opportunities.

## **Overcome budget obstacles**

Make the latest technology more accessible for your customers and remove their concerns about capital budgets. Integrating finance with your proposition means customers can make affordable payments over time while the technology effectively pays for itself as it is being used.

## **Competitive advantage**

Your customers need the latest in technological innovation to add value to their businesses. Vendor Finance from Siemens enables you to put the best possible solution within reach and in budget – giving you a powerful competitive advantage.

## **Making finance easier**

We'll give you the support you need to integrate finance into your sales processes. We'll work closely with you and your customers to provide guidance throughout the process.

# Improve your sales opportunities with Financing Programs for OEMs, Channel Partners & Vendors

## How Financing Programs for OEMs, Channel Partners & Vendors work



### 1. Provide best-fit technology

Discuss with customer the right technology to best meet their needs, with financing options built in.



### 2. Siemens tailors customer's finance

Siemens Financial Services takes care of finance, approvals and paperwork.



### 3. You deliver the technology

Siemens Financial Services pays you directly and quickly.



### 4. Your customer pays Siemens

Customer makes affordable payments over time.



SFS made a real effort to understand our technology and business model. And it was time well spent: applications for financing are now being approved very quickly. The SFS arrangement means we can develop as rapidly as the market demands. So we're truly powered by Siemens, both financially and technically.

*Martin Leeming, Managing Director, TrakRap, UK*

## Benefits before costs

By matching benefits to affordable payments over time, you can create a more compelling proposition for your customers. Vendor Finance lets your customers get value from the right technology faster, then make affordable, tailored payments on a schedule that suits them, over time.

## Build long-term relationships

With Vendor Finance from Siemens, you'll be able to keep your customer relationships active throughout the term of the agreement. This will make you the natural choice for customers when they need technology upgrades or add-ons.

## Trusted partner

We combine financial expertise with unique food and beverage industry knowledge and a focus on keeping things simple. For your customers, Siemens is a recognized industrial expert with a global presence. For you, we're a source of practical support that makes finance quick, easy and frustration free.

## Getting started

Whether you're an OEM, Channel Partner, Vendor or Distributor, offering finance to your customers is simple. Get in touch via your Siemens representative or speak direct with our Food and Beverage Industry Finance team and we'll guide you through the process.

## Talk to us before choosing your machinery or technology

Contact our Food and Beverage Industry Finance team today on [marketing.sfs@siemens.com](mailto:marketing.sfs@siemens.com)

## Siemens Financial Services GmbH

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## Food and Beverage Finance solutions\*

We offer a wide range of finance solutions for the food and beverage industry.

### Financing for Manufacturers

Unlocking access to the latest technology and to ease cash flow

Machinery and Technology Finance

Retrofit Finance

Digital Enterprise Finance

Outcomes Finance

Software Finance

### Financing for OEMs and Channel Partners

To ease cash flow and to enable access to the latest technology

Machinery and Technology Finance

Software Finance

Digital Enterprise Finance

Extended Payment Terms

### Financing Programs for OEMs, Channel Partners & Vendors

Financing solutions to enable Channel Partners' sales – vendor finance

Machinery and Technology Finance

Retrofit Finance

Software Finance