

SIEMENS
Ingenuity for life

DST Controls

Bridging short-term liquidity gaps for automotive integrators

www.usa.siemens.com/finance



Benicia,
California

DST Controls (DST) is a leader in industrial data monitoring and integration services based out of Benicia, California. For 20 years, they have designed and fabricated control system panels and OEM sub-systems for a wide range of industrial customers, ranging from pharma/biotech plants to refineries, with Siemens components.

DST was tapped by a leading electric car manufacturer to design and manufacture specialized panels. The project required \$650,000 of Siemens components and required three-month production time.

DST moved quickly to obtain the Siemens components and requested special payment terms for the orders. Due to the unique funding agreement with the electric car company, DST would need to wait six months between order placement and final project payment. This time lag threatened to severely impact their normal business operations. Financing became a critical factor in moving forward with this project.

Siemens Financial Services (SFS) assessed DST's needs and determined that the Extended Payment Terms Program would provide an ideal solution. The program is designed specifically to bridge short-term liquidity gaps by extending borrower's repayment terms to 180 days.

DST was able to obtain immediate funding, purchase Siemens components and proceed with their project in a timely manner. Siemens was able to present a single provider solution to the customer that was simple, timely and dynamic. [Contact SFS](#) today to see how we can help drive your business success.



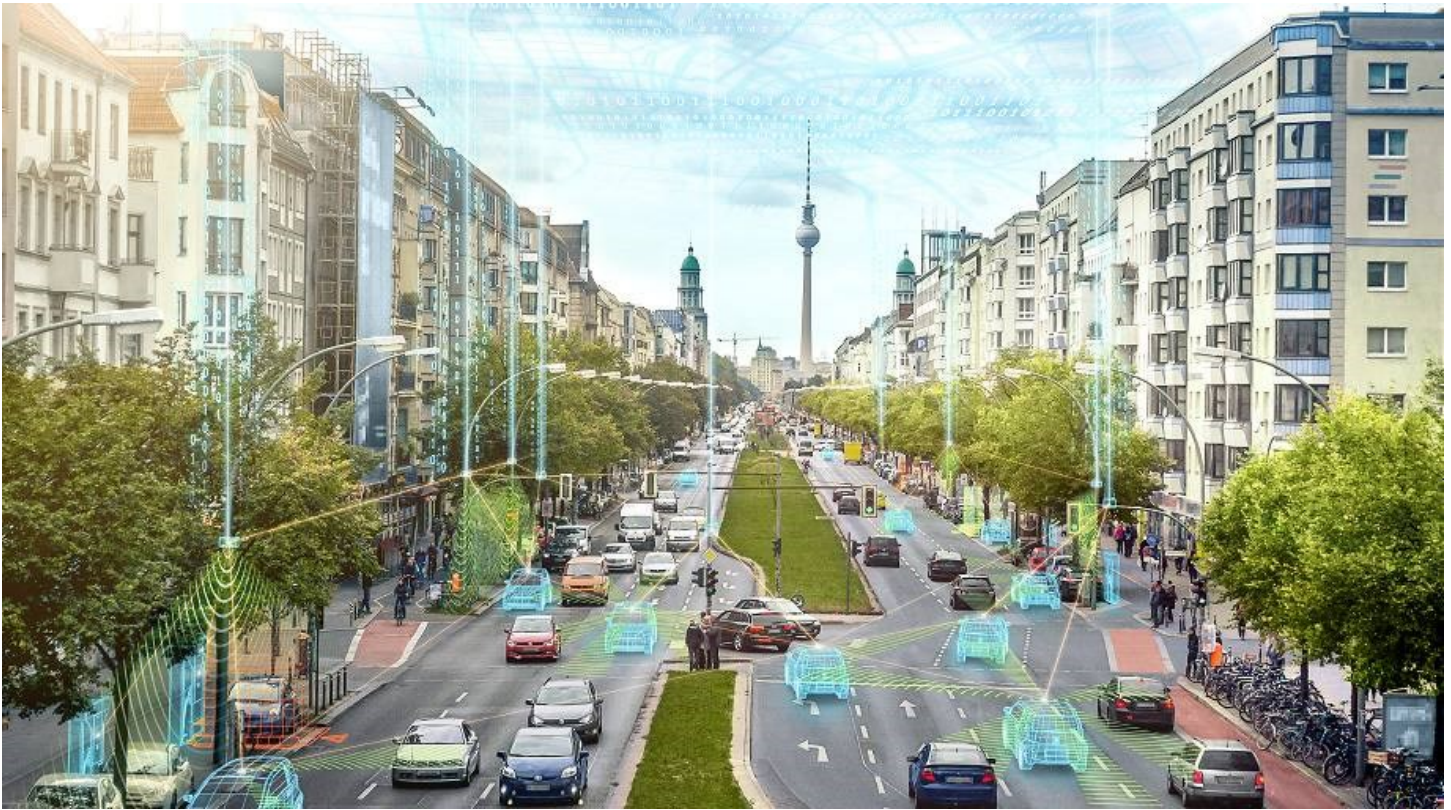
\$650,000
Siemens Components



Panel Design and
Manufacturing Project



Extended Payment
Terms Program



Benicia, California

“Without SFS we would have been forced to decline more than \$1,000,000 in orders from our client. The long build cycles coupled with the client’s extended payment terms would have meant missing payments to our vendors. SFS created a credit facility in just a few days, allowing us to accept the orders and satisfy our existing commitments to other vendors. Knowledgeable people acted quickly to produce a win-win.” - William P. Southard, DST Controls Owner

Enhanced customer experience

Siemens industrial expertise, paired with SFS’ financial know-how, provides the customer with a true turnkey solution. The holistic approach is a key strategic advantage of doing business with Siemens.

Results & benefits

Smart financing enables organizations, like DST Controls, to drive business forward, while managing their bottom line. Siemens Financial Services makes creating innovative solutions simpler. Whether a customer is looking to conserve cash or credit lines, accelerate business or increase operational flexibility, we can help you achieve your goals.

Learn more

[Contact](#) SFS today to see how we can finance your next project.

About Siemens Financial Services

The **Financial Services unit of Siemens (SFS)** is an international provider of business-to-business financial solutions. SFS helps facilitate investments, providing commercial finance, project and structured finance and leveraged finance solutions with specific asset expertise in the energy, healthcare, industry, and infrastructure & cities markets. Employing more than 3,153 employees worldwide, SFS supports Siemens as well as other companies with their capital needs and acts as an expert manager of financial risks within the Siemens Group. As of September 30, 2015, the total assets amounted to €25 billion. Siemens Financial Services, Inc. undertakes activities for SFS in the U.S.

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