



INDUSTRY FINANCE

# Financing Programs for OEMs, Channel Partners & Vendors

Give your customers the best-fit solutions with finance built in [siemens.com/industry-finance](https://www.siemens.com/industry-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, from Siemens lets you offer affordable industry finance options to your customers so they can select the best-fit solutions 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 technical 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 solutions

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.



By using smart financing we are able to build customer loyalty, develop a good understanding of how a client develops and provide better, more tailored services as a result.

*Finance Manager, Extrusion Industries, Germany*

## 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 products 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 a uniquely industrial perspective – 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 Industry Finance team and we'll guide you through the process.

## Talk to us before choosing your machinery or technology

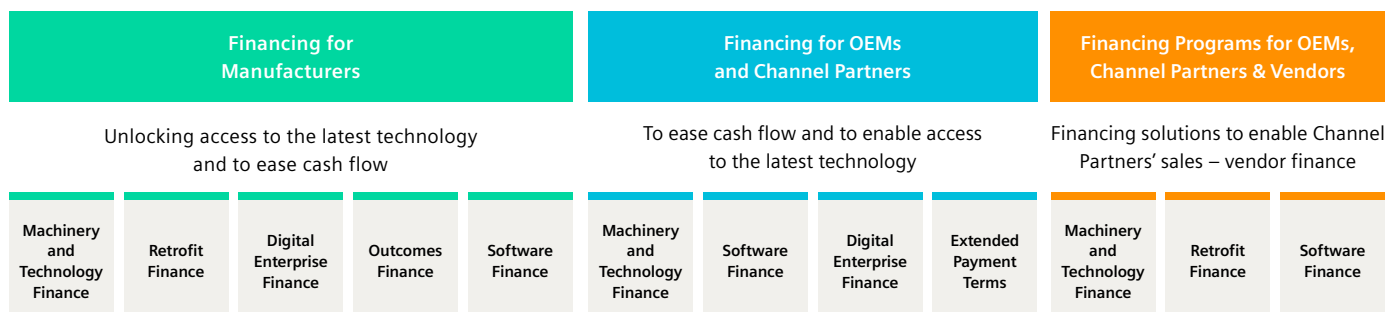
Contact our Industry Finance team on [marketing.sfs@siemens.com](mailto:marketing.sfs@siemens.com)

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## Industry Finance solutions\*

We offer a wide range of finance solutions for the manufacturing sector.



\*Finance is available for businesses only and is subject to credit approval. Please check local availability. General information – correct at time of publication and may be subject to change. Contents do not represent an offer.