

SIEMENS

VENDOR FINANCE

Switch to Siemens for Vendor Finance

[siemens.co.uk/finance](https://www.siemens.co.uk/finance)



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Why Siemens for **Vendor Finance**

We believe in financing what really matters.

Our flexible and simple vendor financing solutions help our vendors easily meet their customers' needs and support them while they grow their own business. We know that affordable investment in technology and equipment is essential to creating sustainable business growth – that's why we finance what matters.

Why work with us:



Flexible finance packages

Our flexible packages allow vendors to offer tailor-made finance solutions to their customers for the technology they need to lease.



Our range of digital tools

Our range of digital tools provides vendor with rapid finance decisions for quick-close deals – they're what set us apart.



Entrepreneurial thinking

We help vendors recognise the benefits of investment so they can offer affordable finance solutions to their customers.



Ease to deal with

We are a reliable and experienced lender that believes in creating easy working relationship. We listen, so we understand what really matters.



| Our Digital Tools

Depending on the way in which new business is originated, SFS offers a suite of digital products to support our introducers. These are not exclusive, so a combination of the solutions can be used together. All are priced, auto-decisioned and booked in the same way.

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- > No cost to use
- > Bespoke pricing
- > Auto decisions
- > E-documents & e-signature

1

SieSmart

Comprehensive support for flexible deal types. Ideal for lease desks and both reg and non reg customers



2

MySFS

Quicks quotes for on the road sales staff, who need to propose standard deals on the go



3

Direct API

Manage sales opportunities via your own CRM removing the need to use a separate application



4

SieCommerce





Integrate fully automated financing options within your e-commerce checkout



Single consolidated view of portfolio regardless of how a proposal is originated

Our Digital Tools

Overview and comparison of the different solutions

	SieSmart 	MySFS 	Direct API 	SieCommerce 
What is it?	A web based proposal mgmt. tool, allowing for a wide range of flexible financing options	A mobile quick financing calculator	A direct link between your CRM system and SFS allowing you to create financing proposals	An online checkout widget providing leasing as an alternative payment method
Who uses it?	Lease desks and sales people who are more accustomed to financing	Sales people who are out on the road and need to provide financing options at any time	Lease desks and sales people who track sales opportunities within their own CRM	End customers who are browsing and purchasing equipment online via e-shops
Authentication?	Username and password for each individual user	Username and password for each individual user	Business API token and password saved within your CRM system	API token and password allowing all visitors to your website to access financing without any additional authentication
Leasing profiles?	Full range of financial products, rental profiles and customer types	Standard 1+ n profiles for operating and financial leases	Full range of financial products, rental profiles and customer types based on level of integration	Standard lease products based upon set terms e.g. 12, 24, 36 months
Development required?	No development effort, SFS owned and managed application	No development effort, SFS owned and managed application	Varies depending on the level of integration from 2-6 weeks effort	Standard integration with access to Sandbox for testing approximately 30 hours of effort
Cost to use?	Free to use	Free to use	Free to use	Free to use

Vendor Finance solutions

Our wide range of financial solutions gives you the variety you need to offer the perfect plan to your customer based on their specific needs.



Finance Lease

This is an alternative to cash or bank facility. We buy the asset and retain ownership; the user has sole use by renting it for an agreed period and returns it at the end of the term. No up-front cost means cash flow is kept within the user's business.

Benefits:

- > Tax advantages
- > Structured payments to spread cost
- > Retain cash flow
- > Access to the latest technology with the ability to upgrade at any time
- > Protects existing credit lines



Operating Lease Solution

At the start of the lease the residual value is forecasted, the user pays a fixed rental over the contract term for use of the asset and returns it at the end. This solution is used by school and educational institutions.

Benefits:

- > The assumption of resale value means lower rentals
- > Small fixed payments make cash flow easy to manage
- > Can reduce re-tax profits



Hire Purchase

At the start of the contract the user pays an initial deposit and then makes regular payments until the full cost of the asset has been paid.

Benefits:

- > Financial predictability
- > Flexibility (of terms, payments, and deposit amount)
- > Tax advantages
- > Lower interest

| Assets we finance

We finance a diverse range of assets essential to the growth of many different businesses.

We specialise in soft asset equipment finance and provide competitive and flexible financing for wide range of assets.

Assets on right are just a sample of the assets we finance – contact our team of experts to find out about our full range and to discuss how we can help.



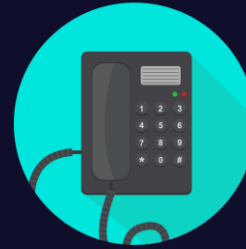
> IT & Software



> Interactive terminals & vending machine leasing



> Security Equipment



> Telecommunications equipment leasing



> Building automation



> Telematics

| Customers we finance

We're proud to support a wide range of organisations with tailored financial solutions.

We provide finance from £1000 to large proportions of the UK economy including; SMEs trading > 3 years, Regulated businesses > 3 years, and Local Authorities

To contact our team of experts please [click here](#)



> Industrial cleaning equipment



> Photocopier leasing, printer leasing & financing for multifunctional devices



> Recycling equipment

How does it work?

Vendor financing is a combined technology and financing proposition: the vendor supplies machinery, equipment or technology and we provide the right asset finance package. This means that customers have better access to up to date machinery, equipment or technology, which in effect pays for itself as it is used.

How does leasing work?



The upgrade cycle

The settlement of an existing contract, with beneficial terms for the customer, thus enabling the acquisition of the new equipment

Why do customers upgrade

- To take advantage of new technology
- Changing requirements
- To replace obsolete equipment

When do customers upgrade

- At the customer's request
- Upon contact from supplier
- Changes in technology

On average

- Cash customers upgrade every 7 years
- Finance customers upgrade every 3 years

Supplier Benefits

- Reduced costs
- Qualified leads
- Cost justification
- Customer retention
- MIF protection

How can Siemens assist you?

- Regular customer base reports
- Impending conclusion letters
- Pre-clearance of customers
- Upgrade information

What customers say about SFS

"SieSmart is fantastic – ease of use and getting upgrade figures"

"The Staff are very well trained, knowledgeable, and good with clients"

"Excellent organization to work with – people are easy to talk to. Nice people – very positive"

"Siemens always react quickly to anything we need"

"Experienced people, helpful and knowledgeable"

"Very fast turnaround, always someone on the end of the phone"

"Everything they do is brilliant"

"Fast payouts, swift approval"

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| Get in touch

If you would like to know more about how we can help your business please contact:

Manchester Office

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Buckinghamshire, SL2 4JS. T: 01753 434333

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Customer Services: 01753 434259

Collections: 01753 434300

Email: vendor.sfs@siemens.com

To contact our team of experts please [click here](#)



Siemens Financial Services is a member of the Finance and Leasing Association.

If you would like to understand how SFS will use your data if we receive an enquiry or credit application, please visit our Fair Processing Notice at [siemens.co.uk/fair-processing-notice](https://www.siemens.co.uk/fair-processing-notice). View our Data Privacy Notice at [new.siemens.com/uk/en/general/privacy-notice.html](https://www.siemens.com/uk/en/general/privacy-notice.html)