



Dell Financial Services Business Partner

“ It is important to remember that the way the customer pays for the equipment can be as important as what they choose.”

Customer Benefits

Maximise the buying power of your budget

Spread the cost of equipment and services and pay for the equipment as it is used, instead of a single capital outlay.

Budget with certainty

Payments are fixed during the term of the agreement, providing you with clarity over your expenditure. This can also help improve cash flow and preserve existing lines of credit.

Save Working Capital

Pay for equipment as it is used and free up working capital facilities, which could be allocated elsewhere

Technology refresh options

Technology Refresh will allow you to upgrade your lease and benefit from the latest technology when your business needs it.

Partner benefits

Easier Close

Provide a complete solution to both your customer's equipment and financial needs and close more deals more quickly.

Opportunity to up sell

Help your customer get the technology that their business needs and not what their budget dictates.

Protect your margin

Offer a monthly or quarterly rental and take the negotiation away from the unit cost; allow the customer to focus back on their overall IT project needs.

Maximise your profitability

Dell Financial Services offer a market leading residual product, which is easy to implement, manage and upgrade and will allow you to either maximise your upfront commission or offer the customer a very competitive rental.

More cash more quickly

When the customer installation is complete and the correctly completed documentation pack has been received, Dell Financial Services can make payment for the installation to you on same day terms.

Improve your customer retention

Create a rolling programme of investment, which can help the customer manage a phased implementation. This approach can also be used to transition existing financed assets into the

Why use Dell Financial Services?

Competitive pricing

Gain access to the most cost effective customer leasing solutions for Dell products from Dell Financial Services, who have over 10 years experience in providing market leading residual values on all Dell equipment.

Improve cash-flow

Dell Financial Services will usually pay you within 24 hours of receipt of complete & correct lease documentation and invoice(s).

Instant credit decision

Credit clear your customers on-line.

Minimum admin

Lease contracts are prepared for you by Dell Financial Services, Acceptance Certificates are not required for deals <£50,000 in value.

Commission

Earn fixed and/or variable commission for all lease transactions.

