

Customer Financing Programs for IAMCP Members

An IAMCP Sponsored & Endorsed Program

Equipment and technology vendors across the United States have discovered the strategic importance of adopting a proactive approach to providing customer financing options at the very earliest stages of their client engagement.

Dimension Financing Programs enable differentiation from competition by providing creative financing structures that make it simple and affordable for your clients to invest in your technology solution.

One Affordable Payment

Package your total solution into one affordable customer payment:

- All Vendor Software Solutions
- Specific phone, security, conferencing, mail, compliance, and backup/recovery, hardware components and appliances
- **Monetize Soft Costs** associated with Implementation, Training, and Consulting, All Migration Costs, All Freight and Delivery Costs, Multiple Years of Service and Maintenance Contracts
- Improve Cash Flow Through **100% Advanced Funding Programs**
- Create profit center with commission and incentive reward programs available



Why It Makes Sense to Offer Customer Financing Programs

- Customer Retention
- Value Creation
- A Growing Trend: A recent study shows approximately 30% of all sales are financed. That rate is increasing each year as financing plays a more important role in the overall sales strategy.
- Of sales organization who offer a financing option to their customers, 67% expect financing will increase as a percentage of their sales*

*Source: Finance Firms in a Challenging Economy, Equipment Leasing and Finance Foundation.

“...solution financing programs enable us to package both our services fees as well as three years of client licensing into one fixed monthly per user cost to the client that gets our company funded upfront!”

– Eric Klauss, Partner, PartnerSource Solutions

The Benefits of Proactive Implementation of Customer Financing Programs

As a Vendor Partner You Have Access To Creative Customer Financing Solutions and More!

- Co-Branded Marketing Materials and Credit Applications
- Website Tools: Electronic Application Entry, Payment Calculator Programs
- Customized Service and Support
- Creative Financing Programs with Bank Commensurate Financing Rates

Offer Extended Financing Plans to Your Clients As An Important Option to Acquire Your Products and Services.



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