

ePlus Vendor Leasing

Increase sales opportunities and grow your business with flexible financing and technology services from ePlus.



By leveraging the experience, success, and financial strength of ePlus, your organization will benefit from creative solutions that give you a powerful competitive advantage and provide customers with immediate access to your products and services.

Why Offer Financing to Your Customers?

It's a WIN-WIN for both you and your customers. As an ePlus financial partner, you can increase the value of your core services by offering financing options to your clients, giving them significant tax advantages and return on investment. In turn, you'll benefit from increased sales, higher gross margins, and accelerated revenue.

Leverage the Expertise of a Leader.

What differentiates ePlus from its competition? A proven, customized approach to financing and leasing. Our program is designed specifically for each organization to yield the greatest return on investment. We offer a complete spectrum of services, including:

- + Financing and leasing options for commercial, education, non-profit, local, state, and federal government markets
- + Contracting and legal expertise
- + Bid review, analysis, and strategy
- + Financing of hard assets, software, and services
- + Back office services (including tax compliance, billing, and collection)
- + Value-added offerings in eProcurement and asset management
- + Equipment life and valuation expertise

Designated program managers from ePlus work together with people from your organization to ensure customer requirements are met. Even the smallest detail is addressed. We can create tailored support agreements that best fit your needs (for instance, to recondition or re-market equipment). We can even offer special pricing to make the leasing and financing solutions more attractive to your customers.

With ePlus on your side, your customers will minimize their cash outlays, enjoy cash flow savings, and increase their purchasing power for your products and services.

Serving a Wide Range of Customers.

ePlus has more than two decades of demonstrated success delivering innovative financing and leasing solutions to government, non-profit, and commercial organizations.

Commercial. We offer a variety of financing and leasing solutions (including operating and capital leases and loan structures) for equipment, software, and services.

State, Local, & Education. We have extensive experience tailoring solutions in tax-exempt financing and have helped states, cities, counties, special districts, school districts, colleges, and universities navigate master contracts, RFPs, IFBs, and unique legal and structural requirements.

Federal. We know how federal government contractors operate, and understand the nuances of their requirements (including GSA Schedules, RFPs, IFBs, LTOP, LSOP, and LWOP financing as well as off balance sheet and off budget financing). We have worked with both defense and civilian agencies, as well as federal government prime contractors and vendors.

Non-Profit. ePlus also has a great deal of experience working with non-profit organizations, enabling them to take advantage of cash flow benefits and grow their organizations.



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A Streamlined Process Ensures Success.

ePlus recognizes that your customers operate complex networks and have a wide variety of issues, only part of which are financial. Establishing a customized financial program through ePlus gives you the winning combination of your organization's unique capabilities and the financial expertise of ePlus.

With ePlus, the process is simple. Here's how it works:



1 Attention, Interest, Desire, Action (AIDA).

Many of your clients will be unfamiliar with the benefits of leasing. So the first step is a little education. Show them how leasing can help them get the products they need now, while giving them tax advantages down the road. Once they understand what leasing can do for them, have them request a quote.



2 Request a Quote from ePlus.

To request a quote, simply provide the following information: Your customer's company name, the total cost of hardware, software and installation, and their D&B number (if available). Along with the quote request, specify whether you want it to go directly to your client, or to you.



3 Contract and Quote Sent to You (or Client) from ePlus.

Within an agreed upon timeframe, you will get a response from ePlus.



4 Client Signs.

When the quote is accepted, ePlus will generate the necessary contracts for customer to sign.



5 Licenses or Equipment Shipped to Client.

After receipt of the signed contracts, the equipment or licenses are sent to your client, and an invoice is sent to ePlus.



6 ePlus Confirms Customer Acceptance.



7 ePlus Pays Channel Partner Per Agreement.



8 ePlus Bills the Client.

That's all there is to it. With leasing from ePlus, your client gets the equipment or services they need, affordably, and you get immediate payment. The ongoing arrangements of the lease are all handled by ePlus, creating a WIN-WIN for both you and your customers.

If you have any questions about ePlus leasing or need help with a transaction, call 703-984-8400 or send email to leasing@eplus.com.

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