

ACHIEVE MORE

WITH SUPPLIER FINANCE



In today's business environment customers expect to be able to complete **as easily as possible**.

Customers purchasing smaller, less expensive items expect to be able to pay by credit card or cash, but when investing in more expensive items of equipment those suppliers who are not currently able to integrate finance into the package are certain to be missing out on vital sales opportunities.

Supplier Finance can assist your business in a number of ways, by helping you to market the benefits of your products more effectively and increasing the volume and frequency of your orders.

Offering your customers the 'complete package', makes equipment appear instantly more achievable through their ability to break down large capital costs into more manageable repayments. Ultimately it gives you a professional edge over your competitors, affording you increased loyalties and potential repeat business.

Other benefits of Supplier Finance include:

- Payment is released on the installation of equipment
- Dedicated Account Manager
- Assistance in selling finance to your customers
- Free unlimited quotation service
- Enhanced sales values - higher specification equipment may be purchased at only a small increase in repayment

Contact one of our consultants today

01244 527300

Dee House | St David's Park | Flintshire | CH5 3XF
E: info@suppliersdirect.co.uk | W: www.suppliersdirect.co.uk



SALES PROCESS

1. Quote prepared and sent to supplier/customer
2. Customer wants to proceed
LDF call the customer to obtain info required
3. Deal is proposed and passed to underwriters
4. Deal is agreed
5. Finance agreement is prepared and sent to supplier/customer
6. Customer signs paperwork
7. Supplier raises an invoice for the equipment
8. Equipment is installed and supplier invoice paid