

Better Technology, Better Business.

## Who are Finlease IT?

Welcome to Finlease IT. We are part of the Finlease Australia group which already provides more than \$1b in finance to more than 4,000 Australian businesses. Our specialist IT service is designed to serve the needs of the IT reseller channel.

## What does Finlease IT do?

We provide finance packages for you and your clients. Our finance covers your own cloud infrastructure or the needs of your client's; inclusive of hardware, software and services. In the past, independent finance has been onerous and limiting but those days are over thanks to Finlease IT.

## What Finlease IT means for me?


As an IT reseller you want your clients to be satisfied. You want them to have the best possible technology now and make their IT a pleasure to support in the future. Finlease IT offers a personal service from a team who do nothing but finance IT. We work with you to improve your client relationship, to make their technology affordable and improve the specification of the equipment you will support.


## How will I profit from using Finlease IT?


The financed solution from Finlease IT removes the cashflow "shock" from the sales equation. This prevents the sale from stalling and removes discounting from the sales equation. The retained margin is healthy for your bottom line.


## HOW IT WORKS?

Finlease IT makes financing your client's technology child's-play.

 **A** Don't be afraid to give your client the right technology recommendation. Contact Finlease IT first and together we can make the solution affordable.

 **B** Present your client with a solution inclusive of finance. Show them a tax-effective solution that eliminates the up-front price shock. Helps get your client "across the line" and into the technology that's best for them and best for you to serve.

 **C** The IT equipment is delivered to you in advance of your integration. Finlease IT will pay you in full for the equipment. Your customer is billed by Finlease IT in instalments according to their finance terms. When required, extra technology items can often be added to an existing funding agreement.

 **D** Upon completion of the term, your client can use a new agreement to upgrade their equipment, returning the redundant technology to Finlease IT. Alternatively, the kit can be purchased outright for the sum agreed.