

# Infinigate Financial Services Partner Quick Guide

Help your customers manage budgetary constraints, reserve capital and continue to secure and transform their digital businesses with cost-effective financial alternatives to buying solutions outright.

## What are Infinigate Financial Services?

We offer flexible payment terms and finance and leasing services that you can pass onto your customers to facilitate opex-based payment models, with both partner and end-user funding available. Delivered with leading finance providers.

## How can flexible finance solutions help me to close more deals?

Overcome barriers to investment by including a cost-effective finance solution as part of your offer.

- Unlock delayed or on hold projects
- Close deals faster
- Win larger deals and upsell to multi-year subscriptions
- Help customers secure current prices for multiple years
- Build long-lasting relationships with recurring revenue

## What can be funded?



### What are the payment options?

-  Spread payments over 1-5 years
-  Deploy now. Pay later.
-  Monthly, quarterly or yearly terms
-  Beginning of the term payments

### What are the contract options?

-  Financial leasing
-  Operational leasing with residual value guarantee
-  Sale and leaseback

### How does Infinigate make it quick and easy to include a flexible finance solution?

-  Our Lease Calculator makes it quick and simple to get a preliminary quote.
-  Our in-country finance specialists help you to provide a customised finance solution, no matter how complex the deal.

### What is the minimum deal size?

-  £30,000 (or equivalent in local currency).

