

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 the services?

We offer flexible payment terms and finance and leasing services that you can pass onto your customers to facilitate opex-based payment models for every type of project, with both partner and end-user funding available.

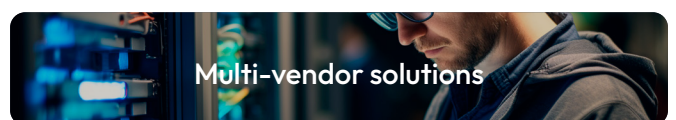
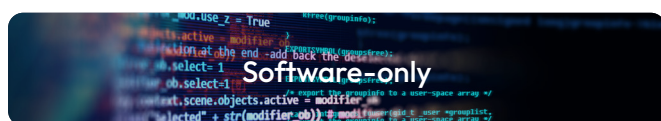
How can flexible finance solutions help me sell more technology and services?

Strengthen the deal and overcome barriers to investment by including a cost-effective finance solution as part of your offer.





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

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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

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, technology or customer requirement.