IngramMicro | Financial Solutions

Solution Financing Product Guide

Step by step guide on Solution Financing / as a Service

1.

Partner offers customer a subscription/payment over time solution for their new IT acquisition at point of initial proposition.

2.

Client indicates that they would like to take advantage of the financial solution offered and the reseller solutions sales experts engage with Ingram Financial Solutions to structure the most commercially advantageous facility for the end user.

3.

Ingram Micro Financial Solutions requires the following to provide options to our Reseller:

- End User Details
- Outlined Bill of Materials
- Term requirements (if known)
- Any previous experience of working with the client (so behavioural buying habits can be explored)
- Rational for acquiring (net new business, kit refresh) – Not essential but would assist in selecting best fit finance option (Subscription/Rental/Purchase)

4.

Ingram's Financial Solutions BDE outlines the options available, whilst requesting credit acceptance based on the commercials of the end user.

- Options such as Lease Rental/Lease Purchase/Subscription based DaaS etc are explored and the Ingram Financial Solutions BDE and/or partners solutions sales expert presents the options to the end user for consideration/approval.

5.

When the client approves the funding solution (product & term) Ingram Financial Solutions SDE pick up the transaction, confirms the final bill of materials and arranges the contracts to be signed with the end user.

6.

End user signs the finance agreements and reruns the (scan or esign) to Ingram Micro financial Solutions

7.

Ingram Micro Financial Solutions raise a purchase order on the end user's behalf to the reseller, who in turn place their purchase order on distribution.

8.

Equipment is delivered to the end user and they sign a delivery note

9.

Reseller then raises their invoice and Ingram Micro Financial Solutions activate the agreement, settling the invoice directly with the reseller.

FAQ on Solution Funding:

Q: Is Ingram Micro Financial Solutions only for equipment being provided by Ingram:
No. Ingram Micro Financial Solution is there to support our partners growth and we have the ability to fund any equipment form any distributor as well as software and services that aren't currently being supported by Ingram Micro.

Q: What restrictions are there in relation to hardware/software/service ratio mixes:
None. We have the ability to support our partners and their client irrespective of solution structure.

Q: Does Ingram Lend its Own Money?
No. We work with a host of tier one global banking organisations that allow us to construct the most competitive facilities available. We also partner with many of the vendor finance organisation to achieve the best commercial terms. Ingram Micro Financial Solutions isn't here to make money out of your clients, we have here as financial advocates to make sure you customer have access to the best commercial terms and rates.

Q: Can You Support our Global Customer Base?
Yes. We have partnered with a network of Global banking institutions and have the ability to provide funding solutions on a global level.