



# Avnet Capital Solutions

## COMPREHENSIVE FINANCIAL SERVICES THAT GIVE YOU AN EDGE

The right financing can give you a powerful competitive advantage and provide a valuable tool to grow your business.

Avnet provides a wide range of flexible financial services that can help you bring more deals to a close—sooner, while positioning your business to take on even bigger opportunities in the future. Our experienced financial experts can help you put our diverse financial offerings to work for your company, so you can deliver more complete and profitable solutions that satisfy your customers and accelerate your business success.



*Accelerating Your Success™*

# AVNET CAPITAL SOLUTIONS

## Leasing Helps Your Bottom Line

Leasing is a powerful tool in increasing sales potential. Proposing leasing with your quote gives you an answer to your customer's most likely objection —the cost.

### LEASING GIVES YOUR CUSTOMERS MORE BUYING POWER

Low upfront cost and monthly payments make the acquisition decision easier for your client and increase your revenue on individual sales.

### OPPORTUNITY FOR FUTURE EQUIPMENT SALES

Customers who lease, upgrade their technology more frequently than customers who pay cash. The flexibility of a lease allows for more frequent upgrades and the ability to add on to existing solutions quickly, translating into more sales opportunities for you.

## Support for Your Sales

Avnet is your partner throughout the sales cycle. Avnet Capital Solutions can enable you to close deals quickly so you can focus on new opportunities.

### MAINTAIN ACCOUNT CONTROL

You can be confident that your customer remains your customer. We will never compete with you or sell services directly to your customer. Your customer information is kept confidential.

### EXPAND YOUR RESOURCES

Avnet Capital Solutions makes leasing easy with multiple methods for engagement, detailed contract instructions, and a team of U.S.-based leasing agents to assist you throughout the process. In addition, our leasing specialists are available to act as an extension of your sales team to assist you in closing opportunities.

### IMPROVE YOUR CASH FLOW

Supply your business with an additional credit resource with the trusted backing of Avnet Capital Solutions. Lease transactions are held separate from your net account when processed as a Receivable Services transaction so they do not impact your buying power.

### MINIMIZE YOUR RISK

Leasing transactions will turn your working capital faster than any other form of payment. Reduce your DSO (days sales outstanding) with the average lease transaction being funded in less than 30 days. Our competitive end-user approval rates exceed 70%, quickly turning your proposal into a sale.

## Why introduce another vendor into your relationship with your customer?

You trust Avnet to offer the best hardware, software and services solutions.

We understand your business and the unique challenges involved with providing the best IT solutions. Let Avnet Capital Solutions complete your solution with the best lease option for your customers.

Contact us at 1-800-600-6121 or e-mail [capitalsolutions@avnet.com](mailto:capitalsolutions@avnet.com) to learn more about how Avnet Capital Solutions can benefit your business.

[www.ats.avnet.com/capitalsolutions](http://www.ats.avnet.com/capitalsolutions)

Avnet Technology Solutions is an operating group of Avnet, Inc. (NYSE:AVT) and a leading distributor of IT products and services in more than 30 countries. We improve how technology solutions are defined and delivered to businesses worldwide. From our unique position at the center of the channel, Avnet Technology Solutions promotes collaboration among leading hardware and software suppliers and solution providers to deliver technology solutions that solve the business challenges of their customers.



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