

## Complete Leasing and Financing Solutions

If you can design a solution that meets your customers' unique needs why not bring them the best of breed in financing alternatives as well? The financing needs of a CFO may be as varied and complex as the infrastructure needs of the CIO. Arrow Capital Solutions offers a wide array of solutions, and has the financial know how to advise on the right play for the right technology solution

## CAPEX and OPEX Solutions

Arrow Capital Solutions is focused on helping you win deals through financing. Our specialists are in the field, working with clients one on one, can help navigate across a client's accounting needs related to their solutions. Not comfortable pitching money? Don't worry; we can have that conversation on your behalf! In addition to your field support we have inside representatives that will work with you and your client on payment structures and handle all the paperwork.

## Real Solutions – Right Now!!

Creative / Flexible / Targeted

- CAPITAL EXPENSE SOLUTIONS
  - o \$1 Buy Out Financing – Ideal for the client that prefers to purchase their solutions but could benefit from a payment play to better manage their cash flow
  - o PO Only Financing – A premium program that allows a client to close on a solution without traditional documentation paperwork. Terms for repayment are placed on the purchase order
- OPERATING EXPENSE SOLUTIONS
  - o Fair Market Value Leases – Ideal for the client that prefers the option of either keeping or returning the product at financing term end. Historically less expensive than \$1 Buy Out
  - o FlexPricing Utility – Consumption based financing through a services engagement. Pay per use functionality in a scalable structure

## Financial Flexibility

- > 100% SW and Services
- > 0% and low rate options
- > Payment Holidays – Deferrals
- > Step Structures to maximize ROI
- > Monthly/Quarterly/Annual payment options to best align to budgets
- > Non-Appropriations available for public sector clients
- > Usage Based Alternatives

For more information please contact us today!

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