



# YOUR COMPETITIVE EDGE JUST GOT SHARPER

## SHARPEN YOUR SALES STRATEGY WITH INNOVATIVE FINANCING SOLUTIONS

At IFS, we offer a revolutionary financing model that will take your sales to the next level. With us, you have the freedom to offer your clients tomorrow's technology with flexible payment terms that align with their budget, today. Say goodbye to missed quotas and hello to newfound success. Let us help you crush your sales targets today.



### CLOSE MORE DEALS

Provide your customers with flexible financing, turning budget objections into closing opportunities. According to a recent IBM Market Insight survey, resellers have reported a 33% higher deal win rate when offering financing / leasing.



### CLOSE LARGER DEALS

Don't rush to discounting when facing a price objection. According to industry standards, flexible financing will add an additional eight points of margin to your deal and put more money in your pocket.



### GENERATE ADDITIONAL MARGIN

Bundling hardware, software, support, and services into one monthly payment makes for larger transactions. According to a Microsoft reseller survey, SMB transactions were 28% larger and Enterprise transactions 40% larger when deals were closed via financing.



### IMPROVE CLIENT SATISFACTION

Support your clients by providing the right technology with the right payment options. In a survey conducted by IDC, 70% of participants reported that the availability of financing dramatically impacted their purchasing decision.



### SHORTEN SALES CYCLE

Over 90% of technology decisions involve finance, making payment options essential for quick deal closure. In a survey conducted by Dell, resellers said that when financing was part of the transaction, deals closed an average of 40 days faster.