

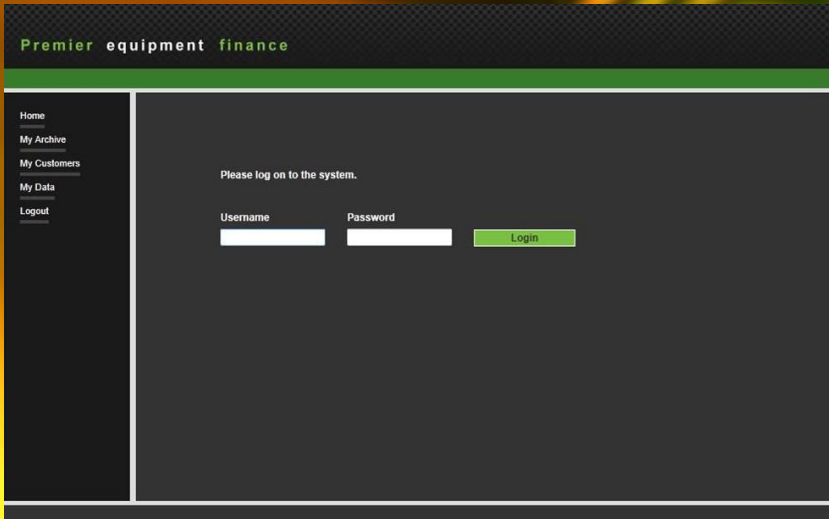
STAY AHEAD OF THE GAME

Future trends: how e-Commerce packs extra sales punch

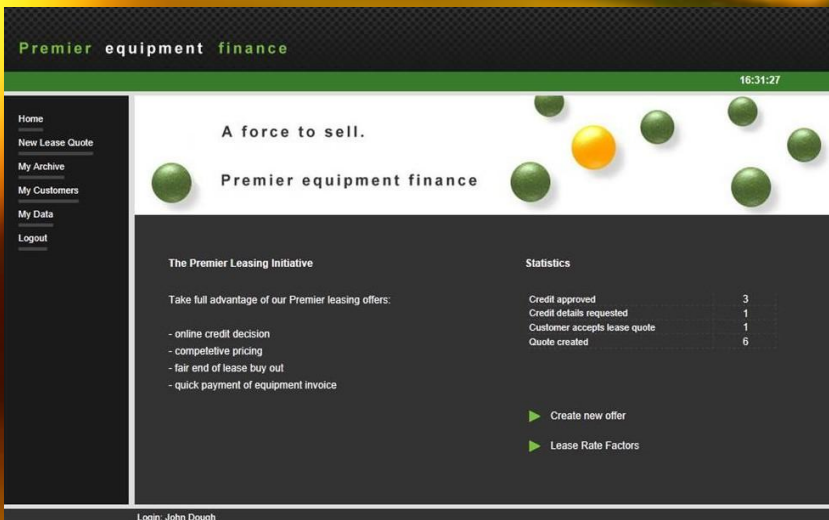
Adding an extra service to your customer offering can bring more advantages for your business and act as a differentiator to your competitor's package. We recommend adding a finance alternative to the cash price offer you make, funded by third parties. Not only might the customer want to pay over time from cash flow, but the possibility will validate the financial planning in motion. Not every company can offer immediate financial terms under its corporate banner – mainly large enterprises – and doing so sends a positive statement of your breadth and sharp customer focus to all.

We offer an online tool to empower your sales personnel to create financing alternatives to cash purchase. The customer receives financing illustrations coming from you and bearing your corporate identity. Easily prepared and sourced from your latest equipment lists, an instant quotation will show the customer the cost of equipment repayable by monthly instalments, typically leasing. No calculations need be made or latest pricing requested as the tool does it all. If the customer wants to take up the financing from you, one click directs the deal to a finance company for fast approval.

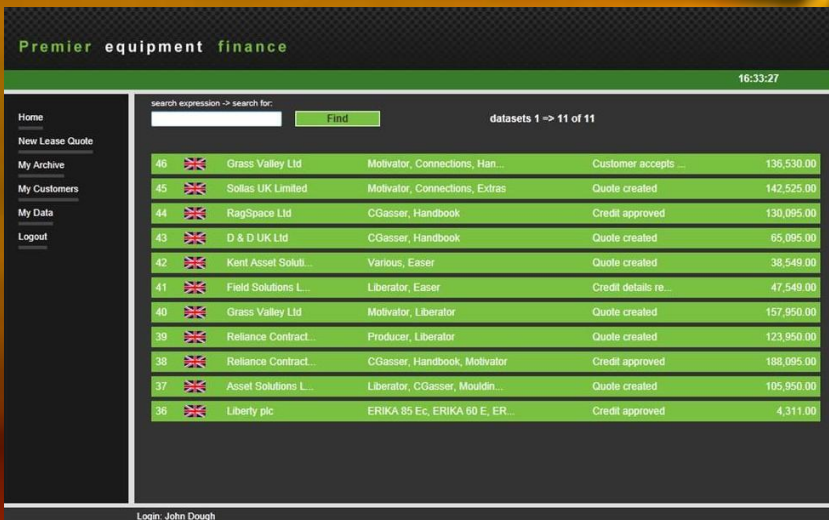
Easy to use and inexpensive technology at your sales team's fingertips



Simply open a browser and log on using laptop, tablet, smart phone or PC. Everyone has their own space



Your corporate identity and marketing messages are clearly shown and prepared and maintained by us according to your design



Sales people can check and change the status of proposals, view details, resend, or amend the work. Senior managers have total overview of all activity

Efficiency and opportunity increases with this technology

Premier equipment finance

Create offer: Finance Products 14:43:34

Home
New Lease Quote
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Price 48,284.00 Deposit 4,828.40

PE Budget Leasing 30 months (cRv: 11,105.32) 1,258.45 EUR

30 months fixed term min. 1000 GBP

PE CareFree-Leasing 30 months (cRv: 11,105.32) 1,824.91 EUR

Care free package min. 2000 GBP

42 months (cRv: 8,091.12) 1,179.53 EUR

48 months (cRv: 8,208.28) 1,064.29 EUR

PE Easy Leasing 30 months (cRv: 1,449.00) 1,592.76 EUR

flexible end of lease min. 2000 GBP

36 months (cRv: 1,449.00) 1,363.10 EUR

42 months (cRv: 1,449.00) 1,165.58 EUR

PE Promotion 1 36 months (cRv: 9,656.80) 1,157.95 EUR

promotion package min. 3000 GBP

42 months (cRv: 8,091.12) 1,020.82 EUR

48 months (cRv: 8,208.28) 923.62 EUR

54 months (cRv: 7,725.44) 849.33 EUR

Login: John Dough

New proposals can be made quickly and easily, using your current equipment specs and pricing. A range of financing plans are agreed with you in advance

Premier equipment finance

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Offer

Send offer via e-mail again

Create offer as PDF

Documents

Change status

Current status: Quote created

Customer accepts lease quote
Customer declines
Customer buys - no leasing
Other finance company
Quote replaced

Login: John Dough

Premier equipment finance

28.2.2013

Financing Illustration No: 48

Dear Mr Tall:

Thank you for your interest in our exclusive range of lease and rental packages. The example below is provided to illustrate flexibility and value for money. We can tailor the quotation to meet other conditions set by you. It requires:

Assessment:
No Guarantees, No Collateral held, No Fleet

Financials:
Price: 48,284.00 £
Deposit: 4,828.40 £

Package Product	Duration in months	Monthly rental
PE Promotion 1	48	823.62 £

* = See full description below.

Our financing partners will provide contract documentation binding you to written conditions when agreed. Availability of the finance products illustrated will be subject to credit approval, which may require the disclosure of company accounts and other material required to reach a credit decision.

All amounts are in Pounds Sterling, and will be subject to Value-added Tax at the prevailing rate unless otherwise advised.

Please request further information about the lease and rental packages available through Premier Finance. Services from your equipment sales representative.

Premier Equipment Limited
Premier Equipment Finance

Customer details can be added or reused and financing illustrations emailed or printed. Changes with negotiations are effortlessly reflected in amended offerings

Premier equipment finance

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Quote replaced

Case Data: 48

Customer Credit Shopping Cart Calculations

Company Small Medium Enterprise...
Address I 15 Station Road
Street Chipping Norton
City OX7 5QR
Postal Code 0451 111 222
Phone www.sme.co.uk
Web Address

Bank Name
Account Holder
Sort Code 0
Account Number

Title Mr
First Name Bill
Last Name Tall
Date of Birth 00 00 0000
Mobile Phone 0395 333 444
Contact e-mail guy.dooile@yahoo.com

Login: John Dough

Status changes keep track of developments and customer interest in financing will send a proposal to the most appropriate financier for approval. Docs are also ready to use here

Leasing is a popular method for financing asset purchases

Your customer has many benefits from leasing :

- Paying from cash flow
- Spreads payment out over time
- No impact on existing credit lines
- Fixed rate
- Only partial repayment with operating leases
- Payment schedules to suit all needs
- Up to 100% financing
- Hedges against obsolescence
- Reduces the cost of maintenance
- Ability to return equipment at lease end, or keep if preferred

CFO Magazine published the five most popular reasons for leasing:

- #1. Discipline imposed on replacement of equipment (65% of respondents)
- #2. Protection against obsolescence (54%)
- #3. Off-balance sheet accounting (53%)
- #4. Convenience (51%)
- #5. Efficient use of tax incentives (36%)

Offer this valuable service by contacting us for further information at Silom Limited, Almswood House 93 High Street Evesham WR11 4DU

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or: +44 7917 576 453

enquiries@silomfs.com

www.silomfs.com