

Vendor Finance Programs

Lenovo Financial Services for Resellers

As a Reseller of Lenovo products and services, your business can now take advantage of Vendor Finance Solutions from Lenovo Financial Services (LFS)*.

Our Technology LifeCycle Solutions will enable your business to:

Increase sales

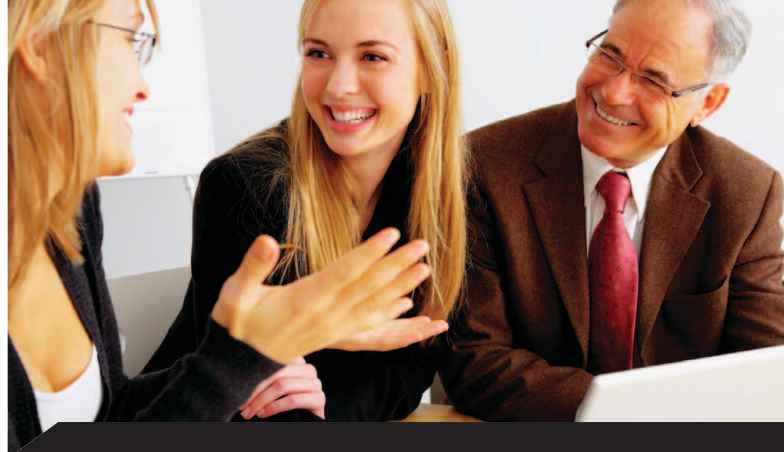
It has long been recognised that customers who are able to finance their purchases actually buy more as they don't have to pay for it up front. Many manufacturers, distributors and resellers have increased sales revenues by offering to their customers the ability to pay for the goods over their useful life.

Finance solutions for all customers

As you will want to deal with all customer types from consumers to the largest corporate or government customers, it is important that any financier you choose has a breadth of product and credit appetite that covers the full spectrum. LFS is unique in its ability to provide a broad cross section of products for commercial finance through its Technology LifeCycle Solutions. In addition, consumer finance can also be arranged easily through one of LFS' related companies.

Finance all costs

With a solution from LFS your customers have the flexibility to finance the total cost including the "other" costs normally associated with acquiring assets. Not only do we have a solution for all product types, we can consolidate them onto a single document.



Lenovo Financial Services

These can be delivery fees, installation costs, managed service fees or software. This will help you to attach these traditionally higher margin products to your core sale offering.

Go and grow

In Australia, BOQ Finance (Aust) Limited (BOQFA) trades as LFS and BOQFA is a market leader in Technology Vendor Finance programs and with its industry expertise, LFS provides a cost effective, efficient and flexible solution to LFS customers. Not only are we able to provide a very competitive offering, more importantly you know with LFS we will be there for the long haul. It is also reassuring to know that we have access to enough liquidity to ensure that we are able to continue to offer finance solutions to your customers, no matter how much you grow or how big you get!

*Credit provided by BOQ Finance (Aust) Limited ABN 56 065 745 735 (BOQFA) trading as Lenovo Financial Services. BOQFA is part of the Bank of Queensland group of companies. Bank of Queensland Limited ABN 32 009 656 740 does not guarantee or otherwise support the obligations or performance of BOQFA or the products it offers. Full terms and conditions available from your LFS Representative. Fees and charges are payable. BOQFA's standard credit assessment criteria apply. Consumer credit provided by BOQ Credit Pty Limited ABN 92 080 151 266 (BOQC) (Australian Credit Licence 393331). BOQC is a wholly owned subsidiary of Bank of Queensland Limited ABN 32 009 656 740 (BOQ). BOQ does not guarantee or otherwise support the obligations or performance of BOQC or the products it offers. Full terms and conditions available from your LFS Representative. Fees and charges are payable. BOQC's standard credit assessment criteria apply.

lenovo **FOR**
THOSE
WHO DO.

Ask your Lenovo sales representative or your technology provider about using Lenovo Financial Services.

Vendor Finance Programs

Lenovo Financial Services for Resellers

Experience

Unlike some of our competitors that come and go in this market almost seasonally, BOQFA has run a specialist Vendor Finance division for almost 40 years. This ensures that not only are we going to be here for the long haul, you can rest assured that we have the industry expertise to set up a successful vendor program, train your staff to maximise returns, manage the asset life cycle to promote, refresh and most importantly, retain your customers and build your brand offering.

Here today, here tomorrow!

As many manufacturers, distributors and resellers found out through the GFC, some overseas banks or local private finance companies may run to other markets when the going gets tough. For LFS, this is our market. You can be sure that we will be here to make certain your customers can continue to access the finance they need to buy your products – through good times and bad.

The right tools for the trade

We have an impressive set of systems to enable our partners and their customers to interact with us in a multitude of different ways from on-line quoting and application submissions to onshore call centres that cater for vendor and customer queries, as well as ongoing customer services for all our valued customers.

The right coverage for your business

LFS operate and provide coverage across all major cities in Australia and New Zealand. Our experienced finance professionals and program managers are there to support you, ensuring you have the expertise to deliver quality finance solutions for your team and your customers.



lenovo FOR
THOSE
WHO DO.

Ask your Lenovo sales representative or your technology provider about using Lenovo Financial Services.