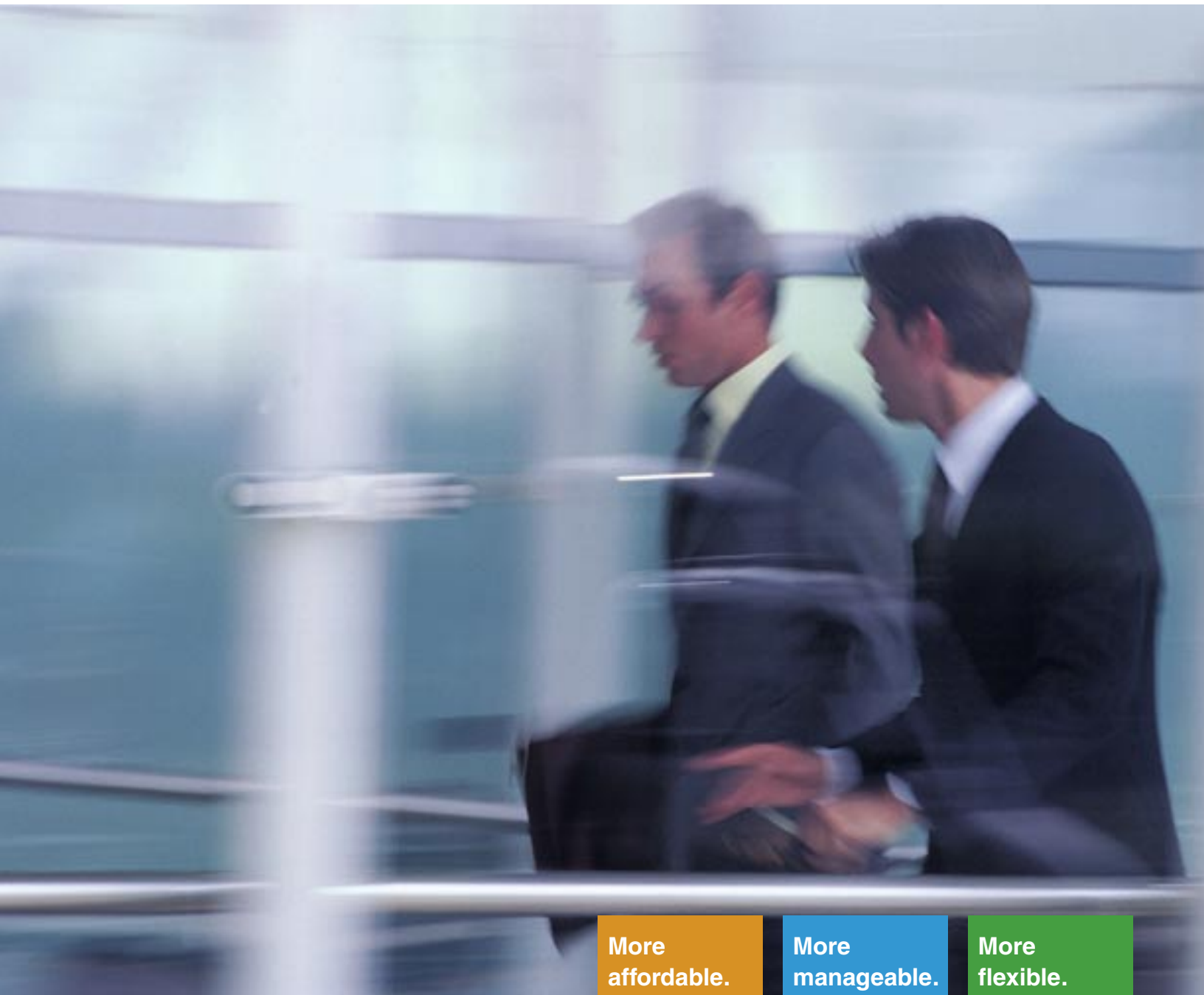


Financial services for Business Partners

Flexible financial and delivery model



More
affordable.

More
manageable.

More
flexible.



Having access to cash when it's necessary is critical in the dynamic IT industry, where you must be responsive to business opportunities as they happen. You need a reliable cash flow and a flexible line of credit in order to run your company successfully, react quickly to changes in the market and fight back against the competition.

IBM, the world's leading IT solutions organisation, understands just how important financing is within today's on demand culture and has therefore created a fully-integrated range of finance offerings covering the entire supply chain.

Because IBM Global Financing (IGF) is dedicated to the IT and leasing sector, it has the most complete portfolio of financing offerings in the market, including inventory financing, loans and working capital – to ensure you can carry the stock you need and plan ahead – right through to leasing and financing deals for your customers, so they don't have to wait for the cash before ordering the solutions they need.

We also offer competitively priced, IBM Certified Used Equipment, refurbished and tested to the same standards as new, helping your customers acquire IBM quality at a lower cost. We also provide a range of asset recovery solutions including buy backs.

These offerings support the on demand culture, where companies need a flexible IT infrastructure at the heart of their business in order to meet fluctuating markets. Financing means they can update their equipment when they need to, and they can move ahead with critical projects without having to wait for the capital.

Importantly, when companies choose the IGF lease option, IGF quickly settles the invoices, so you don't have to wait for payment.

Our products and services have made us the world's leading single source provider of IT financing covering multi-vendor packages, and we provide more than \$40 billion of new financing each year to our Business Partners and our customers.

Choosing to work with us means we can help you grow your business and develop more profitable and longer term partnerships with your customers.

We can do this in ways that are now more affordable, more manageable and more flexible.



More
affordable.

An effective financial delivery model can bring business and IT requirements together, avoiding many of the potential conflicts that can occur when growing your business. Improved alignment can not only reduce costs and increase efficiency, but more importantly, can bolster a company's ability to respond to customer needs on demand.

Financing your growth

You can generate more profit by making use of our extended terms on your inventory. Our accounts receivable programmes close the cash flow gap by advancing cash from your sales to suit your business needs.

Partners with their own distribution network can benefit from our Supplier Finance offering which reduces your risk and improves cash flow through fast, guaranteed settlements on dates to suit you. It also allows you to offer your customers flexible and extended repayment terms, increasing loyalty and cutting administration costs.

We can take on the credit risk of your customers - so you have less to worry about.

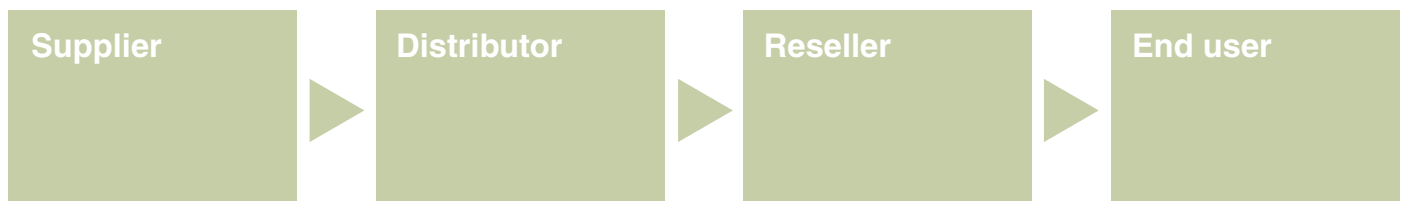
Financing your customers

More and more companies today recognise the benefits of financing. It helps them start key projects sooner, refresh their technology more frequently, manage their assets better and enjoy greater flexibility to meet fluctuating demands.

They also want to spread their IT payments over the lifetime of a project, meaning that capital can be conserved for other things. They know that regular monthly payments for IT makes budgeting much easier.

Companies are also looking for total solutions covering hardware, software, services and financing, and although they may want to purchase from several vendors, they want one contract to cover the lot.

Financing from IBM is therefore a valuable selling tool with clear benefits for both you and your customers.



Working capital

- Inventory and AR based
- Supplier programmes
- Project finance
- Flexibility capacity

Total solution financing

- Leasing for Hardware, Software and Services
- IBM and non-IBM
- Fast quotations
- Competitive rates

Asset recovery solutions

- IBM Certified Used
- Disposal of IT equipment
- Scrap
- Buy backs
- Disposal of surplus inventory

More flexible

Financing is already the preferred option for many companies. The increasingly prevalent on demand culture makes it even more attractive. With the flexible financial delivery model from IGF you can respond to changes in market demand, go after the larger sales deals and upgrade your own systems when you need to, without having to wait for the cash.

Complete multi-vendor solutions

The flexible working capital solutions we provide can support your business growth, especially if you want to expand quickly. This is something the traditional financiers may not fully appreciate, but IGF's deep knowledge of the IT industry means we understand that speed is crucial if you want to stay competitive.

Sales growth

- Higher credit lines
- Preferred supplier choice
- Funding for larger deals
- Include additional 'clothing'- such as services - in one, low-cost deal
- Attractive finance terms for your customers, supported by residual value, helps overcome objections and close sales quicker
- Incremental selling opportunities with IBM Certified Used Equipment.

Cash flow

- Cash advances
- Free terms
- Payment flexibility
- Improved business performance ratios
- Spreading re-payments eases constrained budgets.

Improved profits

- Increased sales
- Free financing
- IGF's competitive rates of commission
- Compete for larger deals
- End-user leasing
- Your customers can buy refurbished products, with no compromise on quality
- With finance deals, IGF carries the customer's credit risk.

Complete multi-vendor solutions

- Single financing proposals covering complete solutions from IBM and other vendors
- Improved cash flow from faster payments of invoices
- Reduced risk – we take the credit risk and collect the payments
- Financing can make your solution even more affordable, opening up new business opportunities
- Enjoy longer-term relationships with customers who finance.

From start to finish

Financing with IGF covers the entire lifecycle of your client's IT – from acquisition to disposal. IBM's Asset Recovery Solutions removes all the risks attached to the disposal of unwanted hardware along with the equipment. Hardware can be removed and either re-sold, recycled or scrapped, in compliance with local and national environmental regulations. IGF's end of life services covers all hardware, including faxes and printers, and all equipment, whether from IBM or other suppliers, and whether leased or not.

More manageable

To help you manage your business, we provide Account Management and points of contact either within IBM's sales teams or directly with IGF for all our offerings. When you are putting together larger deals for customers, we will work with you to manage the bid.

Rapid online financing is an easy-to-use Web-based tool – available 24x7 through IGF Financing Centre – that delivers quotes to Business Partners in under three minutes. You enter the products you want, select the preferred financing arrangement and get a quote for any deal up to €500,000. If your customer wants to progress with the quote, a credit check is carried out and you then print off the contract – or email it – and ask the client to sign.

Rate Cards carry the most up to date information on IGF's terms, so you can sit with your client and provide an indicative quote.

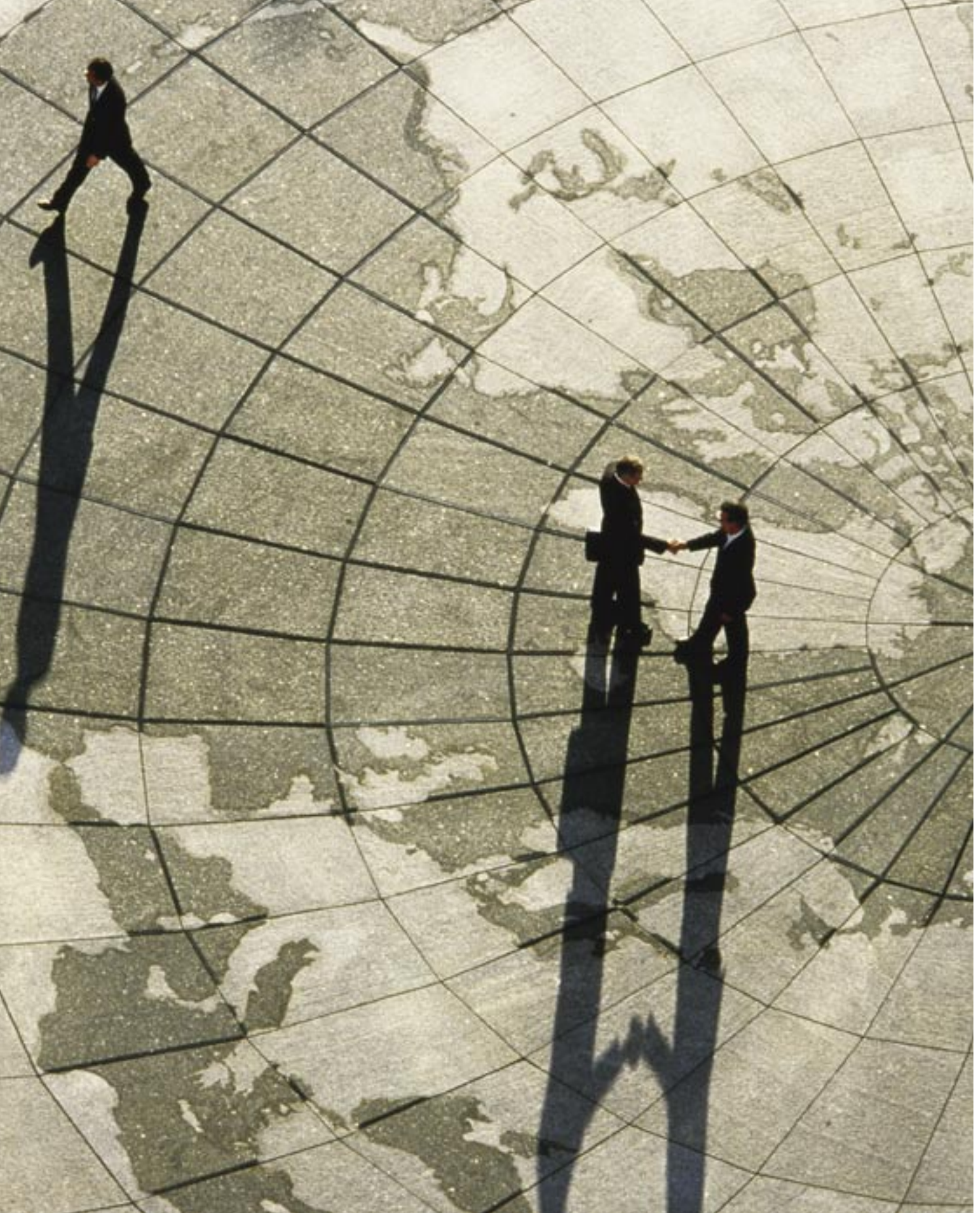
Customer centre enables your customers to keep track of their IT assets throughout their entire lifecycle. It's an on-line asset management tool that shows exactly where each piece of hardware or software is at any one time and what it's being used for.

Account Management Tool (AMT) gives you easy access to your account with IGF. It's secure, simple to use, and aids cash flow management by making a whole range of information available through your web browser. For instance, you can check the availability of funds, payments due, and queries on invoices.

Online help

The IGF Financing Centre is an exclusive and secure portal for you with all the information you need on lease rate cards, contracts and financing products. It also lists current IGF promotions to ensure you never miss a special offer.

By leaving us to manage the finances, you can concentrate on your core business.





Learn more about us

IBM Global Financing serves more than 125,000 customers across 40 countries and is independently managed by finance experts specialising in the IT market. IGF's global reach, financial strength, and IT expertise makes us the only financing partner that can make your business more affordable, more manageable and more flexible.

Who are IBM Global Financing

An integrated part of IBM, the world's leading supplier of IT solutions.

Independently managed by finance experts, dedicated to the IT market.

Managing assets worth more than \$30 billion worldwide.

Providing more than \$40 billion of new financing annually.

For more information on our range of services for Business Partners, visit our Web site:

ibm.com/financing/europe

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