



SYNNEX LEASE PROGRAM

} Program Overview

o SYNEX Lease Program

- § End User or Reseller will lease the product
- § Approved leasing company becomes engaged and approves the reseller and end-user.
- § PO from leasing company is issued to either the reseller with an Assignment of Proceeds or Synnex (Direct Lease).

§ Assignment of Proceeds Lease

- o If the PO from the leasing company is made out to the reseller, it must be accompanied by an Assignment of Proceeds document. This form allows Synnex to receive funds from a third party.

§ Reseller's terms account is cloned and issued terms of L (leasing). It is linked into the Master account.

§ Reseller invoices the leasing company for the entire project amount (including the Synnex cost). Once the project is complete, the leasing company reaches out to the end-user (lessee) for Acceptance. Upon receipt of Acceptance, the leasing company will disburse the total amount of the lease in two portions. Both the reseller receives his share along with Synnex. The amount Synnex receives should equal the amount of the reseller's PO issued to Synnex at the beginning of the project.

§ All leases contingent upon underwriting approval

Direct Lease

The PO is made out directly to Synnex. The new lease account number is set up under the name of the leasing company. Synnex invoices the leasing company and the tax liability falls under the leasing company.

§ The account is linked into the reseller's master account. This type of lease mostly occurs when the reseller is also the lessee, but not always.

§ Either type of lease does not affect the resellers terms line. Receivable is tied into the financial strength of the leasing company.

} Types of Leasing

o Fair Market Value (FMV)

§ Product is returned to leasing company at the end of the lease term. Refreshes the old product for the latest at fair market value and negotiates terms for a new lease.

§ Lower monthly payment

o \$1 Buyout Lease

§ At the end of the lease term, lessee purchases the product for \$1.00.

§ Title changes ownership from leasing company to lessee.

§ Higher payment than FMV

§ Owner of the product may begin to depreciate it for tax purposes.

§ All leases contingent upon underwriting approval

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} Cost

- o No cost to reseller or end user

For more information, please contact:

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Lease Document Checklist

| Documents for AOP Lease | Received (Y/N) | Date Received |
|---|-----------------------|----------------------|
| Purchase Order to reseller from Leasing Company | | |
| Fully executed Assignment of Proceeds (AOP) form | | |
| PO from reseller to Synnex (amount must match AOP) | | |
| Acceptance certificate to Leasing Company from Lessee | | |
| Payment remitted from leasing company to reseller and Synnex | | |
| | | |
| Documents for Direct Lease | | |
| PO from Leasing Company issued to Synnex | | |
| Synnex invoices leasing company | | |
| Leasing company remits payment upon acceptance | | |
| | | |
| Underwriting Approval required on reseller and leasing company | | |

Lease Program Invoice and Payment Flow

