



## Be The Total Solution Provider Your Customers Want You To Be!

Westcon Financial Services Inc. (WFS) was created to support and enable partner growth because we believe financing technology can be simple. As the demand to protect your business and assets against advanced threats continues to grow and the industry evolves, we will finance technology investments in a manner that maximizes businesses value while minimizing capital impact.

WFS can simplify financing through a one-stop process that frees up capital for future business investments. Our expertly structured financing program helps enhance your competitive position, making you not only the technology expert, but also the full-service solution provider with a competitive edge that meets the unique financial requirements of your end customers.

### Benefits of WFS Financing

#### The benefits of financing for resellers:

- Increase your margin
- Remove cost barrier
- Opportunity to upsell the total solution to your customer
- Get paid faster, reduce your DSO

#### The benefits of financing for end-user customers:

- Conserve working capital
- Spread costs over time
- Create wider financial scope
- Improve cash-flow management

WFS offers a robust variety of funding options and terms that can be customized to meet specific business budgets and needs. WFS provides a flexible payment structure that permits support contracts to be paid over the duration of the contract. WFS can customize payment structures, such as payment deferrals, monthly, quarterly, or annual payments, to meet the needs of your customers. WFS Financing is available for U.S. and Canada purchases.

#### To learn more about WFS offerings or request a financing proposal, please contact:

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#### For additional information about Westcon's Checkpoint offerings, please contact:

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Cloud Global Deployment Services

Security UCC Networking Data Center