Making It Easy for Your Customers to Buy!

Customers demand payment flexibility to overcome budgetary hurdles and other roadblocks. **TFP's Virtual Captive Finance Programs drive world class results without hiring, training, complexity and associated costs**.

TFP's virtual captive finance programs deliver immediate best-in-class financing programs for hardware, software and services. These vendor solutions can be licensed and delivered on premises or off premises, in hybrid environments or fully in the cloud.

Discount is rarely the best solution to customer challenges, but it's the solution vendors seem most comfortable with. **So why is discount the king of negotiations?** We're here to help change that across your organization delivering better results for our clients and for their customers.

TFP provides talent, experience, and a consistent methodology that drives best practices across the organization, including structuring the deal and integrating that offer with the business case in an executive financial summary.

TFP's Vendor Finance Program clients experience **accelerated sales** (average three quarters), increased **average sale price** (40% to 500% over cash) and **improved DSO** for the vendor and channel partners. Give us a call, and let us show you how we can help you achieve your sales goals this year and beyond.

Our team of financial sales experts can:

- **Empower your sales teams with the right financial response**. Most customers don't need "financing"—they need vendors to provide deal structures that make it easier for them to buy.
- **Present your technology** in terms that resonate with finance, procurement and other non-technical influencers
- **Align payments** with budget availability or delivery of benefits

"We could have not closed the deal without the payment terms. It's not only the simplicity of the documentation and the process, but the high level of responsiveness at Technology Finance Partners that drove success. Our secret weapon comes from the professionalism of TFP team members."

Sales Manager, Global Software Vendor