



SOLUTIONS PLAYBOOK

What's in this Document?

TD SYNEX Capital is focused on providing payment options for anything you sell.

While designed to be an end customer solution, our reseller partners can also leverage for their production purchases, as well as to support their managed services practices.

Financing From Your Perspective

TD SYNEX Capital was born in the channel.

We understand the demands of the channel players and have customized our solutions to meet your needs:

- All products and services regardless of acquisition source
- 100% soft-cost agreements
- All agreements originated and serviced at TD SYNEX Capital
- White-label solutions to strengthen your brand

All customers have unique needs and priorities.

TD SYNEX Capital provides flexible options that can overcome specific challenges that allow end customers to close on deals.

Terms that align to your solution

- Leasing
- Installment payment agreements
- Software/subscription
- Managed services
- White-label/embedded terms on quotes
- Accommodating terms
- Deferrals of first payments
- Step up (or down) structures
- Payment terms from 12 to 60 months
- Any size transaction



Fair Market Value Lease

Best for deals with at least 70% hardware and for customers who want end-of-term flexibility.

Can be structured as an individual agreement to accommodate one-time transactions, or as a master agreement, which enables a customer to agree to one set of terms and conditions for multiple opportunities.



Why position a FMV lease?

- Typically the lowest monthly payment option
- End customer is most interested in use, not ownership
- End customer is focused on avoiding equipment obsolescence



End of lease options

- Return the equipment to TD SYNEX Capital and replace it with new equipment (and enter a new lease)
- Continue to lease it for a monthly amount based on the fair market value
- Purchase the equipment at the fair market value



Who holds the title?

TD SYNEX Capital. If the end customer decides to purchase the product at the end of term for the fair market value, title would transfer to them.



Length of term?

12-60 months



Eligible product?

Hardware, software and services. 70% or more in asset (hardware) costs in the solution.

\$1 Buy Out and Installment Payment Agreements

Ideal for end customers who want to avoid a large upfront payment and spread payments over time.

Why position a loan agreement?

Client is most interested in ownership

Equipment will meet the needs longer than the term

No or little residual value in the equipment

End of lease options

The end customer owns the equipment

Who holds the title?

End customer

Length of term?

12-60 months

Eligible product?

Any mix of hardware, software and services



Software Payment Agreements

Utilized for deals consisting of 100% soft costs

TD SYNEX Capital has the capability to fund multi-year agreements up front and establish monthly/quarterly/annual installments for the user. Channel enjoys revenue recognition and cash flows immediately, and carries none of the risk for slow/no payments from the end customer.

Why position a Software Payment Agreement?

Deal is 100% software/services/maintenance

Product is sold as a subscription model

Length of term?

12-60 months

Eligible product?

Any soft costs including software, professional services, maintenance and renewals.



Solutions for Managed Service Providers

TD SYNEX Capital can help managed service providers stand up the infrastructure required for your practice.



Financing directly with the MSP

Leverage TDSC to acquire your solution and align your expenses to your revenue stream. We are invisible to the end customer.



Financing directly with the end customer

TDSC language can be embedded into your Statement of Work or other deliverable that enables us to fund the total contract value up front, leverage the end customer's credit, and obligate them to make the installments.



Your Branding, Our Agreements



Our contracts and services under your branding

Enhance customer experience through TD SYNEX Capital's private-label program. Leverage TDSC's agreements, capital and operational strength to deliver payment solutions under your own logo. Bring best-in-class financing to your customers without the need for a "third party."

Available as a stand-alone agreement or embed TDSC's language into your quotes for a truly seamless experience. Available to commercial and SLED customers.



Setup is easy!

1. Establish a one-time master assignment agreement
2. Complete individual assignment language per transaction
3. Once assigned, we'll take on responsibility of invoicing and collecting from the end customer

Public Sector Financing

SLED and Federal

Utilizing a finance option where payments are spread over the use of the solution, rather than upfront, and often with a first payment grace period built in, allows agencies to stretch their budget further and align to strict budgets cycles.

TDSC provides tax free municipal rates in all 50 states and offers non-appropriations language in our agreements.

For FED, we are fully FAR compliant.

Rate Buy Downs

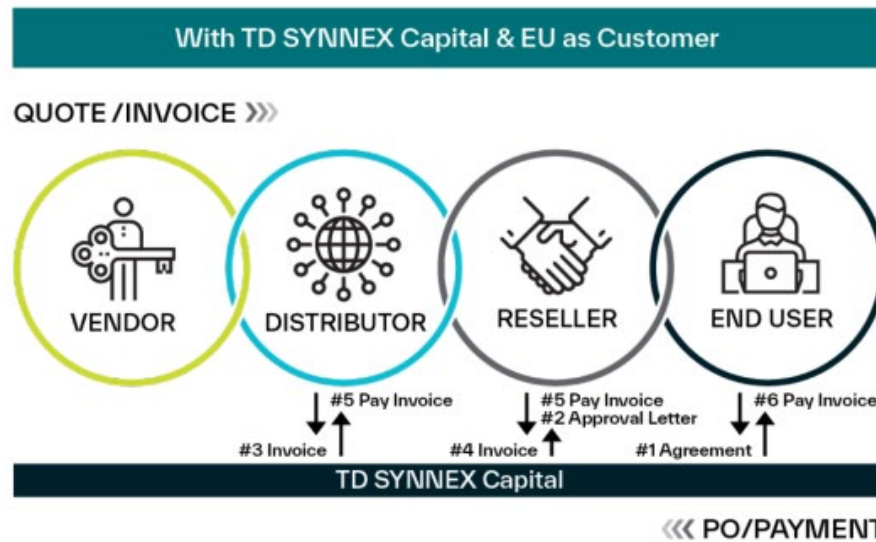
0% or Low-Rate Financing

If you would like to offer your customers low- or no-rate financing, the rate can be covered by a subsidy (rate buy down) by the reseller partner, vendor or split between both.

Best used for

- An incentive for a customer to close on a solution faster
- An alternative to dropping your solution margin
- Competitive situations

We Work With Your Existing Process



1. End customer signs TDSC finance agreement
2. TDSC issues order letter to reseller
3. Reseller places order with TD SYNnex
4. Transaction books to TDSC account
5. Order ships, revenue recognized
6. Reseller invoices TDSC
7. TDSC funds reseller their margin & TD SYNnex invoice
8. TDSC invoices/collects from EU over term

Custom Programs and Support

- Marketing
- Sales campaigns
- Promotion opportunities
- Events
- Programmatic or transactional
- Playbooks
- Battlecards
- Digital PDFs

Contact your TD SYNEX Capital representative or send an email to TDSYNEXCapital@tdsynnex.com to learn more about these services.



Marketing Support

TD SYNEX | Capital

Accelerate Your Business Growth With Multiyear Agreements

Upselling multiyear hardware and software deals is easier than ever thanks to TD SYNEX Capital's flexible payment solutions.

Give customers the technology solutions they need to be successful in their organization. Our TD SYNEX Capital team has several options to help you and your customers finance it a

**>> OPTION 1
THE THREE-BY-THREE PLAN**
Three years, three payments - all locked in upfront. Best for customers who want a long-term solution at an affordable price or those who are working with a strict budget.

1. Utilize our Embedded Terms.
2. Offer three annual payments with a 30-day first payment deferral for the customer.
3. We will fund your margin for all three years upfront.
4. Vendor will get their purchase order for all three years, and everything will be paid by TD SYNEX Capital.
5. TD SYNEX Capital takes full risk for the transaction, invoicing and collecting from the customer directly.

**>> OPTION 2
THE YEARLY SUBSCRIPTION PLAN**
Stay flexible and help customers be ready for what's next. Best for customers who always want the latest and greatest or just need a short and simple payment plan.

1. Utilize our Embedded Terms.
2. Offer 12 monthly payments with a renewal option for customer.
3. We will fund your margin for all 12 months upfront.
4. Vendor will get their purchase order for all 12 months upfront, and everything will be paid by TD SYNEX Capital.
5. TD SYNEX Capital takes full risk for transaction, invoicing and collecting from the customer directly.

**>> OPTION 3
CUSTOMIZED OPTIONS ARE AVAILABLE**
Payment terms are not limited to the examples above - flexibility is our forte! Our team is happy to cater these options to your customers' needs. We just ask you keep the following in mind:

- The customer's signature on the Embedded Terms is required. But don't worry about the contract review process - our Ts & Cs are only four to five paragraphs long (making it one of the shortest terms contracts in the industry).
- Cost of financing can be passed onto the customer or covered through a rate buydown. Not sure which is best? Ask us for more details and guidance!

READY TO GET STARTED?
Contact us for more information at financingteam@techdata.com.

TD SYNEX | Capital

GROW YOUR SLED BUSINESS WITH TD SYNEX CAPITAL

State, local and education (SLED) financing requirements are more diverse and complex than those of commercial clients due to the unpredictability of future budgets, non-appropriation risk and uncertainty around the lifespan of the investment. TD SYNEX Capital has extensive regulatory knowledge to assist these SLED agencies in acquiring the equipment they need at a lower cost:

- Align payments to budget availability
- Benefit from multi-year discounts
- Free up capital for other projects
- No large, upfront cash expenditures
- Only current year payments are included in operating budget
- Put all products and services on a single agreement

TD SYNEX CAPITAL MAKES IT EASY

- Competitive pricing, including municipal rates
- Easy credit application
- Fast funding
- Streamlined documentation that includes non-appropriations protections

>> GET A QUOTE TODAY
financingteam@techdata.com | 800-307-4588

- Installation payment plans
- Fair market value and \$1BO leases
- Software payment agreements
- Step-up/step-down payment plans
- 30/60/90 day deferrals
- 12-60 month terms
- Hardware, software and services

TD SYNEX | Capital

Financial Solutions for Managed Service Providers

Operational Expense (OPEX) or Capital Expense (CAPEX) options

Payment plans to match end customer usage

First payment deferrals

TD SYNEX Capital helps reduce the expense and risk associated with operating as a managed service provider (MSP):

1. **Expand Your Credit Capacity**
TD SYNEX Capital can approve your end customer's credit. We take the risk, and the transaction has no impact on your open terms credit line.
2. **Your Brand, Our Documents**
Private label options help ensure a unified selling motion. TD SYNEX Capital takes over the payment stream, eliminating the need for additional finance contracts in addition to your managed service agreement (MSA) or SOW.
3. **Embedded Terms**
TD SYNEX Capital can incorporate a condensed version of our Terms and Conditions into your organization's statement of work (SOW) or sales quotes. When the end customer signs, TD SYNEX Capital takes over the payment stream, eliminating the need for additional finance contracts in addition to your managed service agreement (MSA) or SOW.
4. **Quick Funding**
TD SYNEX Capital can fund your entire solution upfront, including hardware, software and services. This increases your working capital while decreasing risk. TD SYNEX also owns the assets, so you don't have to include them on your company's balance sheet.
5. **Payments That Match Usage**
TD SYNEX Capital can match payments to your solution needs and how your end customer intends to use it. Monthly and quarterly payments are the most common.
6. **Easy End-of-Term Options**
TD SYNEX Capital handles the equipment return and refresh at the end of the initial term. Plus, end customers can easily extend the payments to keep the engagement going.
7. **Administrative Services**
Employ TD SYNEX Capital to manage your monthly invoicing and collection under your brand.

START THE CONVERSATION
Contact the TD SYNEX Capital team at financingteam@techdata.com or call 800-307-4588.

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Working With Us Is Easy

Here is the information we need to get started.

Most information we need will be found on your sales quote to your end customer

1. End customer Legal Name and Address
2. End customer Bill of Materials With Cost
3. Contract Terms – Duration and Payments



**We Look Forward To
Working With You!**

TDSYNNEXCapital@tdsynnex.com

