



VIA3L

FLEXIBLE PAYMENT OPTIONS

FORTINET

0% INTEREST

FINANCE, LEASING &
SUBSCRIPTION MODELS
HAVE NEVER BEEN MORE

VIABL



AWARENESS

Businesses such as Cisco, HP & Dell have all announced massive deferred payment plans in recent weeks



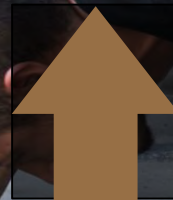
POPULARITY

Companies want access to capital in order to ease cash flow; we can provide through our banks & lenders



FORECAST

HP: finance applications more than doubled in 6 weeks. Forecasting financed business to increase from 15% to >35%



APPETITE

48% of companies intend to use finance & lines of credit to support cash flow

STAY IN CONVERSATION WITH END USERS TO SEE HOW VIABL CAN SUPPORT THEM DURING THESE DIFFICULT TIMES

VIABL



INCREASE THE VIABILITY OF THE TRANSACTION.

With more and more businesses looking at financing options in order to ease cashflow, Exclusive Networks provides simple and flexible finance options that *put liquidity back into the channel*

Make the transaction more VIABL: multiple payment options, multiple contract options, global availability



**VENDOR
AGNOSTIC**



**SOFTWARE
FINANCED**



**HARDWARE
FINANCED**



**SERVICES
FINANCED**



VIA3L

FLEXIBLE PAYMENT OPTIONS

INCREASE THE VIABILITY OF THE TRANSACTION.



VENDOR AGNOSTIC



SOFTWARE FINANCED

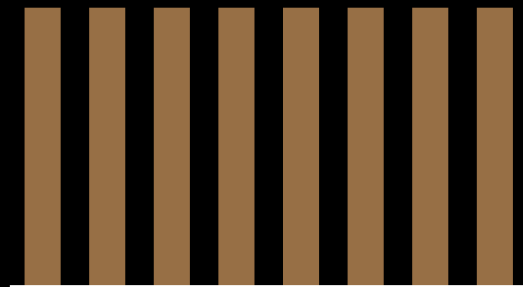


HARDWARE FINANCED



SERVICES FINANCED

EASY PAYMENT PLANS



EASE CASHFLOW BY MOVING FROM CAPEX TO OPEX

MAKE THE DEAL VIABLE

SIMPLE AND FLEXIBLE FINANCE OPTIONS THAT PUT LIQUIDITY BACK INTO THE CHANNEL

- Release on-hold projects
- Expand existing deals
- Get paid faster
- Ease cash flow
- Stop deals going to competition
- Longer term relationship

VIABL Globally



LET US KNOW HOW FLEXIBLE PAYMENT OPTIONS FROM EXCLUSIVE NETWORKS CAN HELP YOU, CONTACT US AT info@exclusive-networks.nl

EASY PAYMENT PLANS



EASE CASHFLOW BY MOVING FROM CAPEX TO OPEX

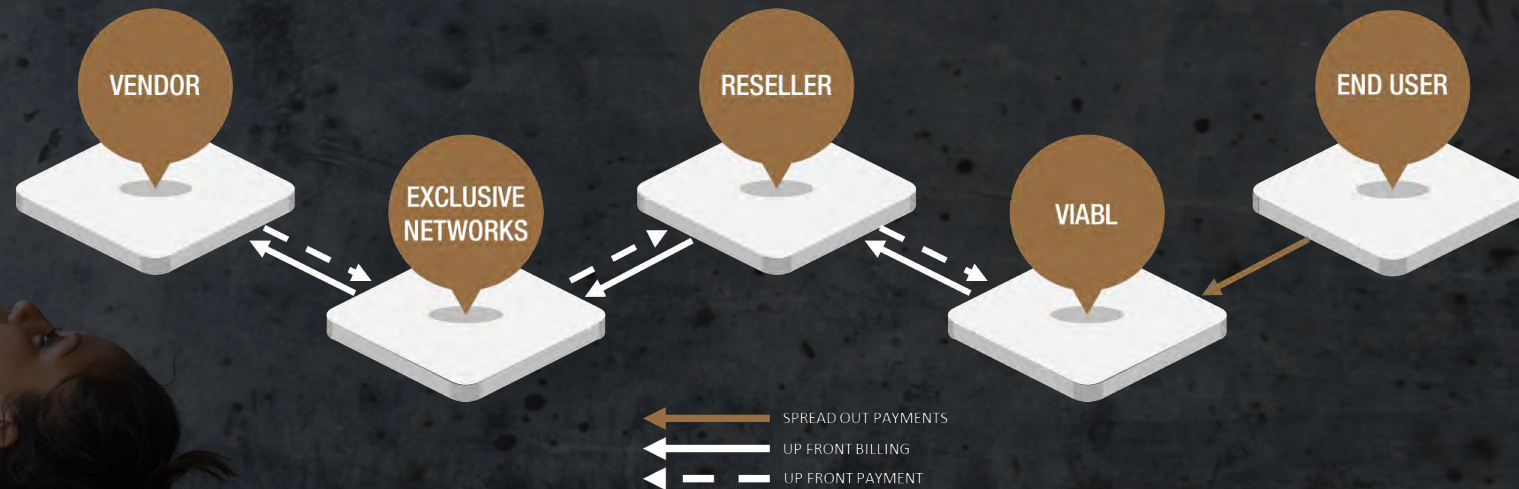
SPREAD THE COST OVER 36 MONTHS

PAY MONTHLY, QUARTERLY OR ANNUALLY IN ADVANCE

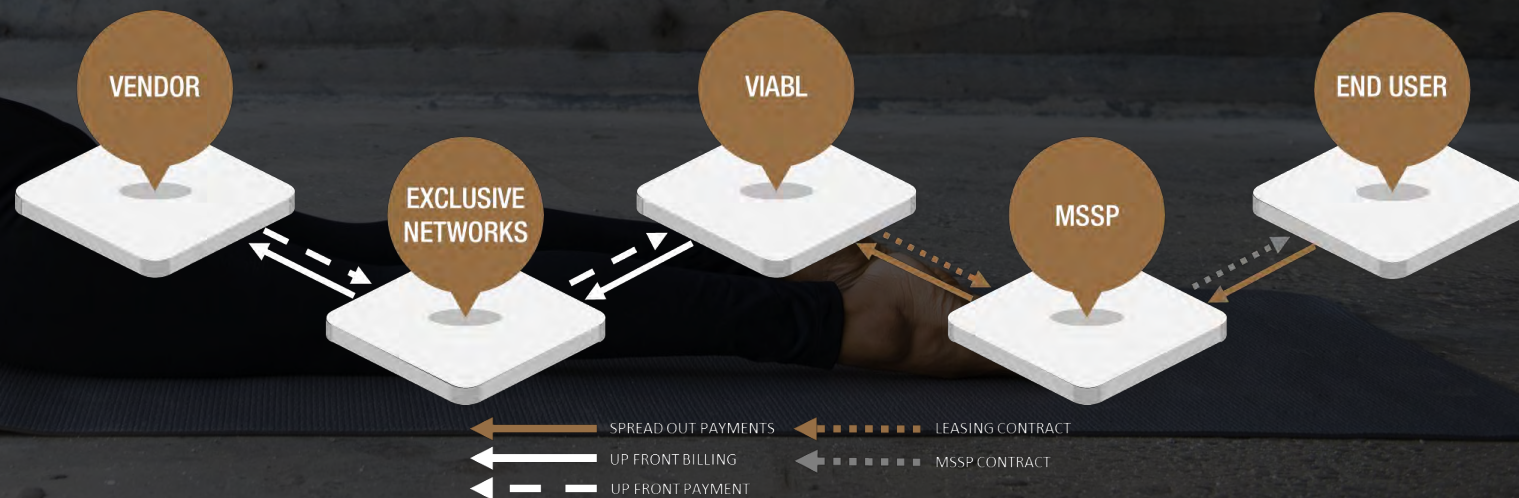
48 HOUR TYPICAL APPLICATION PROCESS



FINANCE WITH THE END USER



FINANCE WITH GSI'S & MSSP'S



FLEXIBLE CONTRACT OPTIONS





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GLOBALLY

- AUSTRIA
- AUSTRALIA
- BELGIUM
- CANADA
- DENMARK
- FINLAND
- FRANCE
- GERMANY
- HONG KONG
- INDIA
- ITALY
- NETHERLANDS
- NEW ZEALAND
- NORWAY
- PHILIPPINES
- SINGAPORE
- SPAIN
- SWEDEN
- SWITZERLAND
- THAILAND
- TURKEY
- UNITED KINGDOM
- UNITED STATES OF AMERICA

BENEFITS OF FLEXIBLE PAYMENT OPTIONS

PARTNERS

- Release on-hold or delayed projects
- Expand existing deals
 - > Add migration, deployment & support services
 - > Add other products & technologies
 - > Create 1 SKU/payment
- Accelerate pipeline of future deals
- Get paid upfront
- Get paid faster – typically in 4-5 days
- Ease on cash-flow
- Stop deals going to competition
- Start to build an annuity-based business model
- 1st step to becoming an MSSP
 - > Reason to be continually in touch with your customer - greater yields
- Higher renewal rates
- Longer term relationship – more predictable business
- Evergreen lifecycle management proposition

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TIMING IS EVERYTHING

ENSURE VIABL IS INTRODUCED INTO THE CONVERSATION EARLY

PITCH CUSTOMERS

REMIND THEM OF OUR EASY PAYMENTS, DEFERRED PAYMENTS & RAMP PAYMENT DEALS

DEAL VOLUME

FINANCE AND LEASING CAN LEAD TO AN INCREASE IN THE NUMBER OF DEALS

LIFETIME VALUE (LTV)

FINANCE AND LEASING IS PROVEN TO INCREASE LTV: REFRESH AND EXPANSION

CURRENT INTEREST RATES

REMINDER THAT INTEREST RATES AT ALL TIME LOW

NOW IS THE TIME

INTEREST IN FINANCE AND FUNDING IS CURRENTLY BOOMING!

MAKE IT
VIA 3 L
NOW!

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CASH IS KING

VIA3L

FLEXIBLE PAYMENT OPTIONS

FORTINET LEASE PROGRAM



Many companies are cautious about investing in the current economy. That is why Exclusive Networks, together with Fortinet, offer customers the opportunity to lease a FortiGate.

This way your customer no longer has to make a one-off investment.

This lease program is available for Fortinet's Advocate, Select and Advanced partners.

How does it work?

- Select your Fortinet product, by example a FortiGate model with a 3 or 5 year UTP bundle
- Indicate if you want a price/invoice per month or quarter
- Indicate whether finance contract should be in the name of the enduser or the reseller
- Receive your quotation with **0% interest**
- Place the order at Exclusive Networks
- After the lease period of 3 or 5 years, you have the opportunity to take over the hardware at 4% of the total cost price of the products.

Please contact your local Fortinet focus team to see which products are eligible.

Only valid with standard partner discounts. The program cannot be combined with any special pricing or promotions from Fortinet.

Exclusive Networks reserves the right to adjust or cancel the program at any time.
Program is based on Operational Lease (the products remain the property of the lease company).



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