



“ACCELERATOR” – DISTRIBUTOR TARGETED FINANCE FROM CSG

Award winning asset finance company, CSG, announces its latest specialist offering aimed at assisting distributors and their resellers to close and accelerate sales opportunities.

Through its extensive experience across many technology markets, CSG has recognised a number of common issues which are stalling sales for Distributors and their resellers alike. CSG’s “Accelerator” offering addresses these issues:

Accelerator

- Removes credit risk on resellers for the distributor whilst accelerating their income;
- Removes credit risk on end customer for the reseller whilst also accelerating their income;
- Combines with CSG’s end user offerings to deliver a compelling case to end customers to ensure they engage and commit, resulting in accelerated and closed Sales.



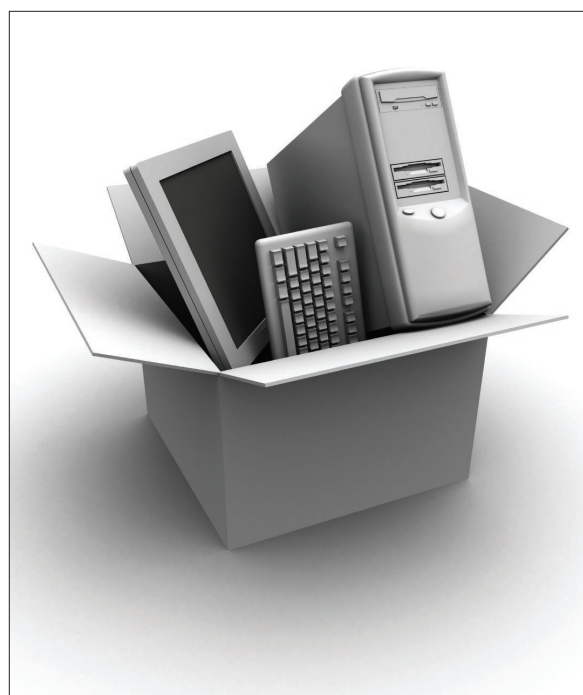
Whilst operating across the whole commercial marketplace, CSG has spent some time developing various products targeted specifically at the Public Sector which address the many changes in this arena led by the massive public debt, which will enable Public Sector clients to continue to invest whilst keeping within the new guidelines and budget constraints.

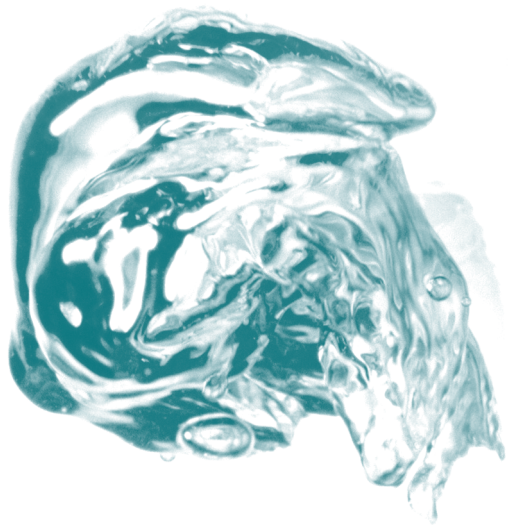
We strongly believe that no other asset financier can offer the range of end user products linked to a unique distributor offering which Accelerator represents.

How Does It Work?

- Reseller quotes/closes lease proposal for end user
- Reseller proposes deal to CSG via distributor
- Deal accepted* and paperwork sent directly to the end user for signing
- Once completed and signed documents received back at CSG PO sent to reseller & distributor
- CSG to receive two invoices, one from Distributor for hardware costs and second invoice from reseller for services, installation and margin costs
- Payment made on both invoices upon installation of equipment.

* Credit is subject to terms and conditions.





We Listen
We Think
We Solve

Contemporary Finance - Contemporary Solutions

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