



BUILD SALES, MAINTAIN MARGINS AND INCREASE SHARE WITH A BRANDED FINANCE PROGRAM

PNC Vendor Finance delivers built-to-spec programs designed to keep service providers competitive.

Leading information technology equipment manufacturers, software developers and systems service providers count on PNC Vendor Finance to help build sales, accelerate payments and create a competitive advantage by offering their customers fast, easy and affordable financing solutions.

A recognized leader in the capital markets, PNC Vendor Finance builds innovative programs designed specifically for the needs of the managed/outsourced service provider. Today's competitive environment requires service providers to seek alternative ways to improve their business to ensure they are aligned with the ever-changing business climate. PNC's managed services solutions can help service providers improve the way they acquire capital, eliminate risk and improve margins.

- Build sales through a finance program designed for your company, your industry, your distribution channels and your customers.
- Choose private label or co-branded finance programs.
- Benefit from deep industry experience developing and implementing programs through diverse, multitiered distribution channels.
- Create a high-impact, competitive advantage for your sales channels.
- Offer fast, easy and affordable acquisition solutions to your customers.

North America's IT Services Market CAGR forecast is set at 7.0% — reaching nearly \$701 billion by 2027.¹

PNC Vendor Finance can help you capture an increased share.



CUSTOMIZED PROGRAM DEVELOPMENT

We know the best way to design a successful vendor program is to fully understand each client's unique situation. That's why we invest the time to listen and get to know your business and vision. We view expectations from your vantage point. And then we engineer the easy-to-implement structured finance solution that's based on your exact needs, growth, and profitability goals — always with a focus on clear bottom-line benefits.

Distinguished by outstanding customer service, we continue to build our reputation by creating a collaborative process that identifies our common goals and customizes the program to your requirements and needs as a service provider.

Financing built for manufacturers and their customers

Technology leaders realize their customers require creative finance solutions to acquire, implement and manage technology solutions, including services, software and hardware capable of cost-effectively supporting their business goals and the changing environment.

Our experienced professionals understand more than financing. We have the experience, knowledge and financial strength to help your customers meet the challenges of staying competitive and resolving capital needs, inherent in delivering a managed service solution.

Most importantly, we work with you to secure the financing that is best for your customers.

- As-a-Service Finance/ Funding (ASF) solutions
- Embedded terms
- Flexible consumption models
- Legacy and competitive take-outs
- Pay as you grow
- Cloud migration
- Bundled service solutions
- Technology refresh
- Asset disposition
- Operating leases
- Finance leases
- Loans
- Installment payment agreements
- Sale-leaseback transactions

Extensive experience in equipment and system financing

- Software
• Data storage
• Computers & laptops
• Access servers
• Accessories
• Advanced communication, voice & data
• Computer peripherals, copiers, printers & faxes
• Digital imaging
• Global positioning systems
• Hardware
• IT infrastructure & devices
• IT and data centers
• Interfaces & modules
• Mobility
• Networks
• POS systems
• Security
• Storage/servers
• Video display units/systems
• Website development
• Wireless broadband

Grow your business with confidence

PNC Vendor Finance is part of The PNC Financial Services Group, Inc., one of the largest, best-capitalized and well-regarded financial services companies in the country, with over \$557 billion in assets and more than 62,000 employees.2 PNC offers solutions to businesses across the U.S. and Canada.

A leading provider of financial services to mid-sized and large corporations, including more than two-thirds of the Fortune 500, PNC has navigated a steady course while growing its size, sophistication and services over the course of more than 160 years.

PNC: A STRONG, SECURE INDUSTRY LEADER

Build your unique finance program with a strong, secure industry leader.

- Financially strong with access to deep and stable capital
• Extensive experience and knowledge that drives market share, builds brand and increases sales
• Direct end-user financing with innovative financial structures
• Proven track record of helping manufacturers grow and expand
• World-class vendor finance expertise for North America-based solutions

PNC FINANCIAL SERVICES GROUP, INC.
\$557 BILLION IN ASSETS2

PNC EQUIPMENT FINANCE
3RD LARGEST BANK-OWNED EQUIPMENT FINANCE COMPANY BY ASSETS3

PNC VENDOR FINANCE
\$7.9 BILLION ASSETS UNDER MANAGEMENT4

Learn more about how we can help you build sales, maintain margins and increase share.

Give us a call today.

We would like the opportunity to show you what we can do.

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1 MarketsandMarkets Research, January 2023.

2 As of FYE 2022.

3 MONITOR BANK 50, November/December 2022 Issue.

4 As of FYE 2022, Vendor Finance (includes Channel Finance).

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Lending, leasing and equity products and services, as well as certain other banking products and services, require credit approval.

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