



# TECHNOLOGY FINANCE VENDOR SOLUTIONS

Many of the world's leading tech companies count on PNC Equipment Finance every day to provide the innovative finance solutions needed to connect them with businesses and industries that need and want their products to stay competitive. We specialize in sales-aid financing, and are committed to our equipment manufacturers, software developers and reseller relationships. Our true assets are our best-in-class programs that support multi-tiered Distribution. With proven industry experience in the development, implementation and growth of finance programs for this sector, we customize products and programs specifically to increase sales of hardware, software and service for each of our technology partners.

## TYPICAL FINANCE TECHNOLOGY ASSETS

- Computers
- Storage
- Mobility
- IT and data centers
- Hardware
- Software
- Managed services
- Bundled solutions
- Networks
- IT infrastructure
- Advanced communication, voice and data
- Security
- Video display units/systems

## DEDICATED EXPERTS IN THE VENDOR FINANCING INDUSTRY. FOCUSED ON ESTABLISHING STRATEGIC PARTNERSHIPS.

PNC Equipment Finance has the equipment knowledge, funding resources and financial expertise to deliver the solutions-based financing programs that leading industry professionals require. Unlike many financial organizations, we have not built our business — and our reputation — on a strategy of simply seeking transactional opportunities. Our goal is building deep relationships with select manufacturers and vendor partners that become long-term and mutually beneficial relationships.

Our program finance professionals are all highly skilled and committed to a consultative approach — listening and understanding your specific needs to deliver comprehensive and highly structured finance solutions for you and your customers.

- True leases
- Operating leases
- Lease purchases
- Bundled service leases
- Loans
- Technology refresh programs
- Maintenance pass throughs
- Seasonal/skip payment structures
- Installment purchase agreement
- Managed services

## PROGRAM FEATURES

- Customized payment structures that match customers' cash flow and business requirements
- Competitive rates and fair residuals
- A consultative sales approach to increase reseller revenue and expand market share
- Online application entry, fast credit approvals and funding, on-demand lease portfolio reporting
- Comprehensive suite of standard and customized finance products

## GET TO KNOW PNC EQUIPMENT FINANCE

PNC Equipment Finance is a member of The PNC Financial Services Group, Inc., one of the largest, best capitalized and best regarded financial services companies in the country with more than \$366 billion in assets over 50,000 employees. PNC offers solutions to businesses throughout the U.S. with expanded reach in Canada. PNC's Corporate & Institutional Banking is a leading provider of financial services to mid-sized and large corporations and is a provider to more than two-thirds of the Fortune 500. For more than 160 years, PNC has navigated a steady course while growing in size, sophistication and service.

- Financially strong with access to deep and stable capital
- Industry 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 select manufacturers grow and expand their business
- World-class vendor finance expertise for North American-based solutions

### 11 Years

Average Tenure of a PNC Vendor Relationship

### \$14+ Billion

Assets Under Management

### 4th-Largest

Bank-Owned Equipment Finance Company



### READY TO HELP

For more information on how customized, solutions-based finance programs can help your business increase sales, **visit [pnc.com/ef](http://pnc.com/ef)** or contact your Relationship Manager or PNC Equipment Finance Sales Officer.

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CIB EF PDF 0517-0136-537401