



AMAG Technology™ Financial Services

POWERED BY VANTAGE FINANCIAL

AMAG Technology™ Financial Services provides our channel partners with a leasing alternative to offer their customers. Our channel partners can offer their customers the choice to purchase a product or service in full, or to lease it for an agreed-upon term.

AMAG Financial Services is a strategic resource that helps our channel partners finalize sales with their customers.

Why choose AMAG Technology Financial Services?

AMAG's financing partnership with Vantage allows us to deliver customized, flexible leasing solutions while being a strategic resource to our valued channel partners.

- Vantage is a technology leasing expert with world-class customer service.
- Vantage provides a dynamic financial tool that changes as your solution needs change.

Identifying a Leasing Opportunity

With AMAG Financial Services you have the option to keep current with your technology. At the end of the lease term, the end user can upgrade their system through a lease renewal, providing you as our channel partner an additional opportunity to sell them a solution, benefitting the end user in reduced maintenance costs.

Life Cycle Management

When the useful life of equipment is between 3-5 years, it is a great time to start talking about life cycle management. Highlight the benefits of keeping technology up to date and saving on maintenance and replacement costs.

Budget Constraints

If a client is low on cash, concerned about going over

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their budget, or is price sensitive when it comes to the solutions they are considering, a leasing option is a great alternative.

Questions to Ask the End User

- How long do you plan on using the equipment?
- How do you plan on paying for the equipment?
- Have you considered leasing for this project?

Lease Structures

Fair Market Value Lease

At the end of the term, the end user can choose to purchase AMAG's products and services, renew the lease, or simply return the product(s) and upgrade to new.

\$1 Buyout Lease

This allows the client to purchase the equipment at the end of the lease term for the nominal price of \$1. Monthly payments are significantly higher for \$1 buyout leases because of this.

When choosing between lease types and structures, consider overall goals. If lower monthly payments and flexibility in future years are a goal, FMV leases make the most sense. If the goal is to own and maintain the equipment/software for 6-7+ years, a \$1 buyout could be the best option.



THE BENEFITS OF LEASING OR FINANCING TECHNOLOGY

BENEFITS TO CHANNEL PARTNER

- Improved cash flow, full payment is made to the partner as soon as the lease begins
- Shorten sales cycle
- Increase deal size
- Improve margins
- Overcome cost objections
- Maintain account control
- Build repeat business
- Typical credit review is 3 to 5 days, but may be longer if a credit call is necessary to gather more information
- An option for customers seeking a capital expenditure alternative

BENEFITS TO END-USER

- Cost-effective
- Preserve cash and eliminate budget constraints
- Flexibility of term and payment structure
- Eliminate risk and cost of obsolescence
- Accommodate budget constraints
- Flexibility with change during term and options at the end of term
- Life cycle management: Maximize the value of products and services and minimize risk associated with obsolete technology.
- Combine Hardware, SaaS, and Managed Services into one simple payment.
- Bundle equipment (software, installation, subscriptions, Professional Services and Site Support Agreements) into a lease that provides the flexibility to add or delete equipment through refinancing.
- Provides an alternative for capital expenditures
- Lower the total cost of ownership



PROCESS FOR AMAG TECHNOLOGY FINANCIAL SERVICES PROGRAM POWERED BY VANTAGE FINANCIAL

1. AMAG and/or channel partner sends end user facing quote to AMAGFinancialServices@vantagefncl.com
2. Vantage will communicate directly with the end user and send a customized lease proposal based on their needs
3. Vantage will setup a meeting/call with the end user (if necessary)
4. Upon getting verbal commitment, Vantage will send the lease documentation to the end user, request financial (if needed), and submit the deal for formal credit approval
 - Typical credit review is 3 to 5 days, but may be longer if a credit call is necessary to gather more information
5. Once the lease documents are signed and credit is approved, Vantage will place the order with AMAG and the channel partner
 - End user will sign "deposit acceptances" for 25% of the total equipment cost
 - Vantage pays AMAG the 25% deposit on behalf of the customer
6. Upon completion of installation, end user signs Certificate of Acceptance acknowledging the project is complete
7. Vantage pays final amounts to AMAG and/or the channel partner
8. Lease commences

Learn more at <https://partner.amag.com/home>