



**NEC Financial Services, Inc.**  
**Glenpointe Centre East – 7<sup>th</sup> Floor**  
**Teaneck, NJ 07666**  
**Phone: 877-NEC-Finance Fax: 800-451-5360**

## **THE MANY BENEFITS OF LEASING**

**Conserve Capital.** Purchasing new technology can involve a sizable cash outlay. When you lease equipment you pay as you use and can free up cash for other purposes. Monthly payments that are structured to accommodate cash flow requirements allow for the acquisition of the latest technology today.

**Additional Lines of Credit.** When equipment is purchased with borrowed funds from a customer's existing bank or lender their credit lines are reduced. When equipment is leased a business has actually established an additional line of credit with NEC Financial Services, Inc.

**Use of Equipment.** Leasing is the use of an asset. Why pay for something in advance? Leasing allows you to pay as you use. General rule: Lease what depreciates, buy what appreciates.

**Fixed Payments.** Payments are fixed for the entire term of the Lease. Knowing in advance what the payments will be enables your customer to budget and manage their technology equipment costs.

**Longer Terms.** Many banks only lend money for a short term. In IT Equipment lease arrangements you can go up to 84 months depending on dollar size and customer credit. The longer the term, the lower the monthly payment.

**Increase Your Sale.** By extending the term or changing the purchase option you can decrease your customer's monthly payment. This can allow you to increase your sale by providing the customer with more equipment or moving them into a more advanced system with only a small increase in monthly payment.

**Protection from Obsolescence.** Technology is changing rapidly. Leasing lets you pay for the equipment over a term that can match the equipment's useful life or pick a lease type that allows users to return the equipment at the end of the lease.

**Low Down Payment.** Our normal lease terms require only the first and last payment in advance. We can structure leases with no down payment if the required.

**100% Financing.** Traditional methods of financing usually do not include "soft" costs. We will finance installation, shipping and in some cases maintenance.

**One-Stop Shopping.** When a customer purchases equipment, they can obtain financing from NEC Financial at the same time. Many customers appreciate financing coming from the "same" company and that you are assisting them with their financing needs. You should quote leasing with every sale.

**Flexibility.** Leasing offers your customers great flexibility. NEC Financial can structure a lease that will meet your customer's needs by adjusting the term, the purchase option, the payment, number of advance rentals etc. We can structure special leases for your customers with seasonal businesses or with budgetary constraints.

**Tax Benefits.** Depending on the structure of the financing transaction, your customer can usually deduct their monthly lease payment as an operating expense. This clearly reduces the cost of a lease.

**Ease of Adding Equipment/Upgrading.** NEC Financial can do add-ons at any time after the lease funds for a minimum equipment cost of \$1,000. If your customer has outgrown a system that is on lease we will give a favorable buyout to roll into a new lease with their equipment upgrade. Simply call your NEC Sales representative.