



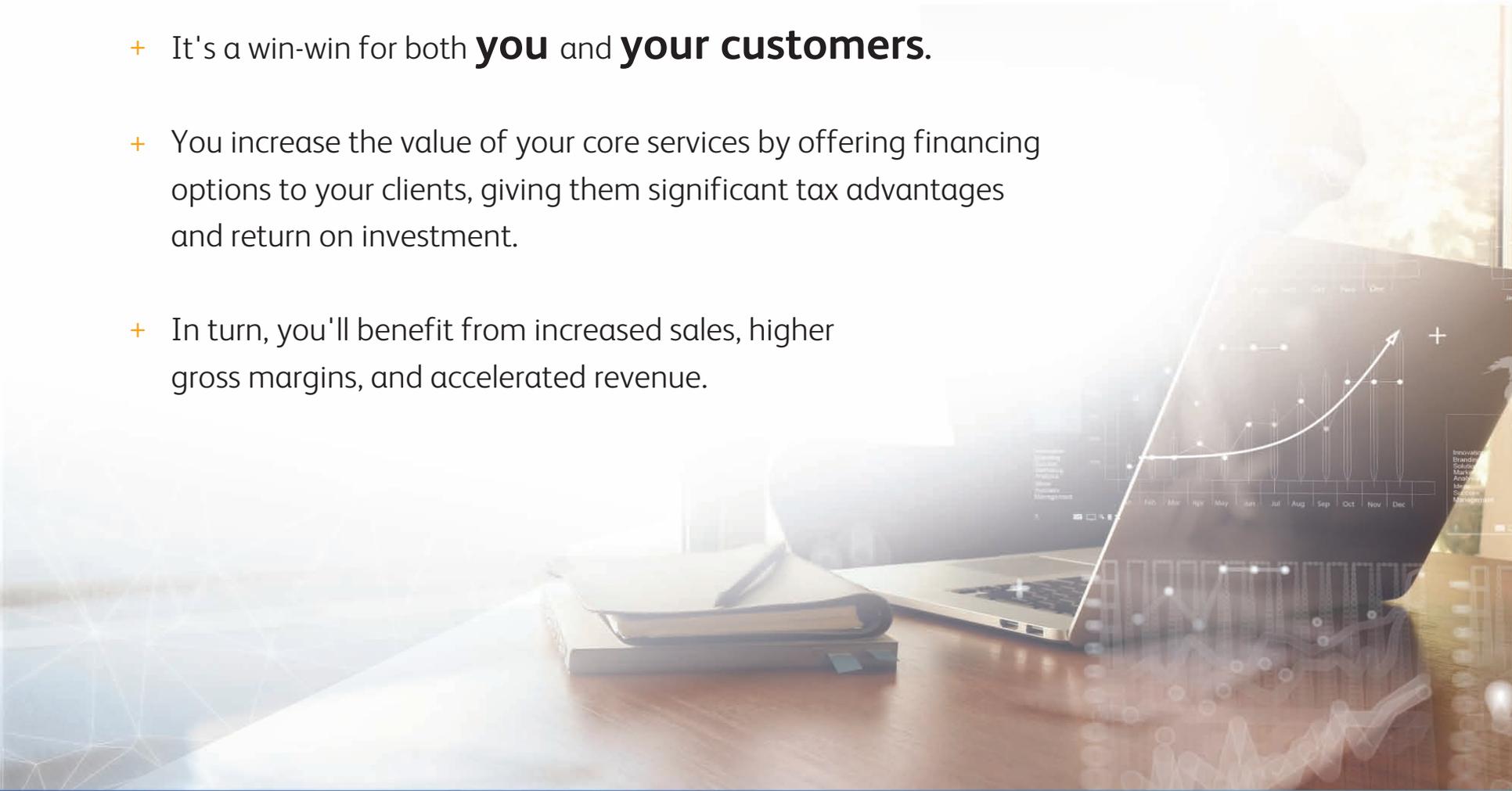
ePlus Vendor FINANCING

Increase Sales Opportunities and
— Grow Your Business —

By leveraging the experience, success, and financial strength of ePlus, our OEM partners and other solution providers benefit from creative solutions that deliver a powerful competitive advantage.

Why Offer Financing to Your Customers?

- + It's a win-win for both **you** and **your customers**.
- + You increase the value of your core services by offering financing options to your clients, giving them significant tax advantages and return on investment.
- + In turn, you'll benefit from increased sales, higher gross margins, and accelerated revenue.





Why Choose ePlus?

- + Proven, customized approach to financing and leasing
- + Quick turnaround as we have our own credit committee
- + Larger breadth of credit because we are not a bank
- + Increased contract flexibility because we are not a broker or a bank
- + Keen understanding of technology financing and customized payment programs
- + Single point of contact across all industries



ePlus offers a complete spectrum of services and tailored support agreements.

True leases, straight financing, and installment payment agreements for commercial, education, non-profit, local, state, and federal government markets

Government contracting and legal vertical expertise

Bid review, analysis, and strategy

Financing of ELAs, rolled in out-year maintenance and installation services

Back office services (including tax compliance, billing, and collection)

Value-added offerings in eProcurement and asset management

Multi-vertical expertise

Since 1990, ePlus has been delivering innovative financing and leasing solutions to a wide range of organizations.

COMMERCIAL: Variety of financing and leasing solutions (including operating and capital leases and loan structures) for equipment, software, and services

STATE, LOCAL, AND EDUCATION: Extensive experience tailoring solutions in tax-exempt financing, helping states, cities, counties, special districts, school districts, and higher education navigate master contracts, RFPs, IFBs, and unique legal/structural requirements

FEDERAL: Understanding how federal government contractors and systems integrators operate as well as the nuances of their requirements (including GSA Schedules, RFPs, IFBs, LTOP, LSOP, and LWOP financing)

HEALTHCARE: Flexible extended payment and finance options that allow hospitals to acquire cutting-edge equipment and bridge the gap between implementation and reimbursement to optimize ROI

NON-PROFIT: Experience to take advantage of cash flow benefits and fuel growth



A Streamlined Process Ensures Success

ePlus recognizes that your customers operate complex networks and have a wide variety of concerns, only part of which are financial. We can establish a customized financial program designed specifically for your unique capabilities and needs. Here's how it works.



A True Win-Win

By working with ePlus... we handle the on-going arrangements of the transaction so you and your client benefit:
Your client gets the equipment or services they need, affordably + **You** get immediate payment

Contact us today to learn more about ePlus Vendor Financing.

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Means More®

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