



VENDOR FINANCING

Trinex Capital not only believes in providing competitive rates - we believe in maximizing each customers approvability.

WHY OFFER FINANCING?

Control the Sale

Whoever controls the financing controls the sale. Many equipment vendors let their customers use their own financing company when purchasing their products. Since the financing company is working on behalf of the customer, you will never truly know the details of the transaction. These details include credit quality, credit approval, and the funding time line. All too often an equipment vendor is given the run around by a financing company. Many times a vendor is told the customer is approved when they are not or that the transaction is about to fund when it is truly not in order to expedite the shipment of the equipment. This can cause premature delivery and delays in payment.

When you provide financing to your customers you will know the true time line of the transaction. You will know when the customer is approved and when the transaction will fund. You will also gain a more committed customer. When a customer has filled out your financing application and has begun the approval process, they have stopped shopping. Studies have shown that equipment vendors who provide financing close customers at a faster and higher rate than those who do not.

Sell More

It's a lot easier to sell an \$1,115 monthly payment than it is to sell a \$50,000 cash layout. When equipment vendors offer financing and actively market their abilities, sales will always increase. "Sticker Shock" is all but eliminated. Profit laden add-ons are much easier to sell as well. Once your customer is closed on the \$1,115 payment then it's much easier to afford the \$5,000 accessory for another \$115 a month more.

No More Collections

When partnering with Trinex Capital you can stop worrying about collecting accounts receivable and chasing past due customers. Trinex can pay up to 100% of the invoice upon *ordering*. The rare times when this is not possible you can be confident accepting our purchase orders. Purchase orders are only authorized once all financing contracts have been signed and a deposit has been received. Payment is then made immediately upon delivery/installation of the equipment.

Stay Competitive

If you offer financing, your customers will have one more reason to do business with you. Likewise, if you do not offer financing, you can bet that your competitors will and that will be one more reason not to do business with you.

WHAT TRINEX CAN PROVIDE

Driven by a leadership team with over two decades of combined industry experience, we've built our reputation on providing services unmatched in the vendor financing industry.

Wide Credit Window

While most financing companies see their vendors as just another portfolio to skim "A" credit transactions from, Trinex has the ability and takes the time to work with ALL credit scenarios allowing you to secure more business. From the cleanest credit to recent bankruptcy petitioners, Trinex can finance any credit scenario.

50-100% Prefunding

Trinex Capital can provide you with the necessary prefunding so you don't have to use your cash to cover the sale and then use additional resources to collect from the customer.

Soft Cost Financing

Trinex can finance all installation, training, materials, labor, supplies, and even monthly maintenance costs.

Private Label

You have worked long and hard to develop your brand, now is the time to further expand its influence. Trinex can create customized applications and documentation displaying your logo. If desired, customers will see you as the financing company while Trinex provides the back office support.

Application Only to \$150,000

Using just a single page application, customers can be approved for up to \$150,000 within hours of application receipt. Your sales cycle will not be unnecessarily interrupted by the approval process.

Dedicated Account Manager

You will be assigned a single point of contact that is exclusively trained to handle your account. This account manager will always be available to answer any questions you may have regarding your current lease applications and to assist your sales personal in earning more sales.

HOW THE PROCESS WORKS

STEP 1 - APPLICATION SUBMITTAL

Customer completes a one page application, provided to him by you, and faxes it to us along with any other possibly required information.

STEP 2 - INITIAL CREDIT REVIEW

All application information is formally reviewed by our credit department. Additional documentation may be requested to help strengthen any credit weaknesses.

STEP 3 - APPROVAL

After a short review period (usually just a few hours), the customer is officially approved and is sent documents for signature.

STEP 4 - CUSTOMER ACCEPTANCE

The customer signs the documents and returns them along with any required deposits.

STEP 5 - P.O. SUBMITTAL OR PRE-FUNDING

Trinex Capital will issue an official purchase order to you or make any possible pre-funding payment.

STEP 6 - EQUIPMENT DELIVERY/INSTALLATION

The equipment will be delivered to the customer and the customer formally accepts the equipment.

STEP 7 - PAYMENT

Any outstanding balance is paid to you.

GET ONLINE WITH TRINEX TODAY

In order to get started you will need to fill out a vendor profile form which can be found on our website. For more details contact any one of our dedicated account managers.

P: (714) 550-9180 | F: (714) 550-9181 | vendor@trinexcapital.com
www.trinexcapital.com

YOUR BUSINESS, OUR FOCUS.



