

# FINANCING PROGRAM by DLL



YOUR CUSTOMIZED FINANCING TOOL



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## DLL IS DIFFERENT.



DLL is focused on tailoring financing programs to and for partners' unique sales and go-to market processes, in order to create and maintain long-term competitive advantage for their businesses.

DLL is not a "deal desk" – the program features vertical specialization and integrates into the full cycle of partners' customer service efforts.

DLL is not a bank, distributor, or broker – DLL employs a laser focus on partners and their customers. Contracts are serviced from funding to end of term.

DLL is your financing co-pilot throughout the entire process!

## BENEFITS OF FINANCING

### FOR EIKO CUSTOMERS

#### **Overcome price objections**

Easier to sell fixed payments vs large lump sum

#### **Become a turnkey solution provider**

#### **Simple structure**

**Become a "financial co-pilot" from quote to funding**

#### **Competitive advantage**

#### **Increase profit margins & sales size**

100% project funding with additional project scope

**Take advantage of DLL's years of lighting financing expertise**

### FOR END USERS

#### **Self-funded projects**

#### **Simple structure**

Fixed payments & term  
No other security is required  
Credit decisions in less than a day

#### **Maintain existing bank lines**

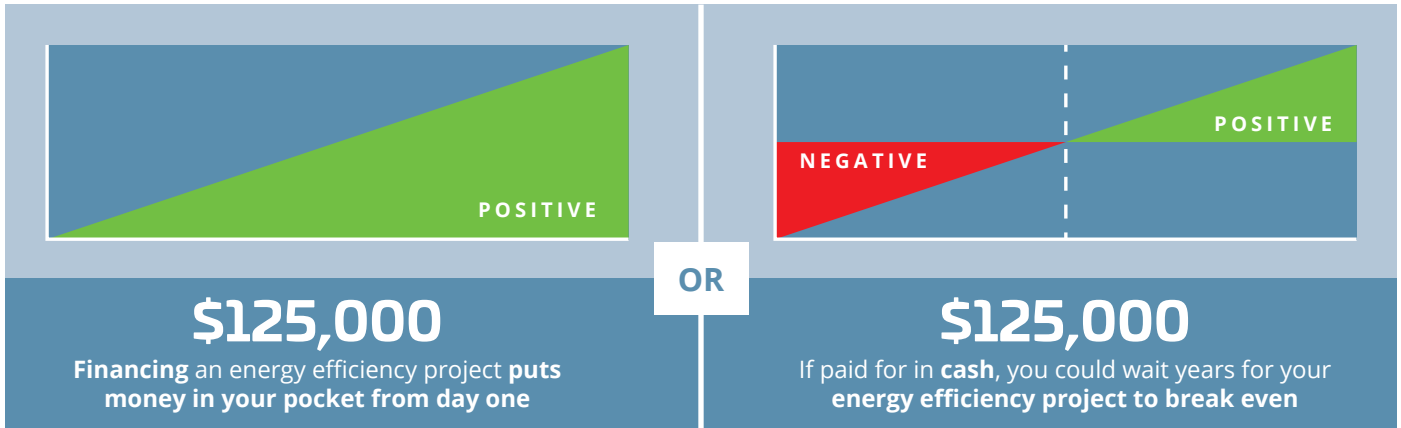
#### **Preserve cash**

#### **100% project financing**

#### **Additional projects**

# POSITIVE CASH FLOW FROM DAY ONE

Which cash flow would you choose? The answer is clear:



## DLL MAKES IT SIMPLE!

From quote to credit approval to documentation to funding, DLL is your co-pilot:

- ✓ **\$5,000 lease minimum for commercial**
- ✓ **Comprehensive suite of creative financing structures**
- ✓ **Simple documentation**
- ✓ **Fast, efficient process (auto scoring, eDocs, payment)**
- ✓ **Extended terms = Attractive customer cash flow results**

## FINANCIAL PRODUCT OFFERINGS

TRADITIONAL PRODUCTS	REBATE	PROMOTIONAL PRODUCTS
<ul style="list-style-type: none"><li>• Standard terms range up to 72 months</li><li>• Operating</li><li>• Capital</li></ul>	<ul style="list-style-type: none"><li>• Vendor rebates applied towards lease payments</li></ul>	<ul style="list-style-type: none"><li>• Deferred payments</li><li>• Step/graduated payments</li></ul>

- For both commercial and government customers
- Payment structures inclusive of utility incentives
- Creative below-market rate structures
- Deferred payment structures
- Progress payments
- Escrow account
- Terms based on credit quality and customer cash flow needs
- Contracts commensurate with lease size
- Fair market value leases:
  - Allows current portion of payments to be off-balance sheet
- LaaS (Lighting as a Service):
  - Functions as a service contract between vendor and customer
  - DLL purchases the assets listed in the bundled contract

# EIKO PARTNER-ORIGINATED LIGHTING SOLUTION

## MATERIALS AND INSTALLATION LEASE

1. EIKO Partner (Vendor) proposes project to Customer
2. Customer accepts proposal
3. Vendor sends credit application / Customer information to DLL
4. DLL approves credit and transmits approval to Vendor
5. DLL prepares and sends lease documents to Customer via eDocs Express
6. Customer executes documents and sends to DLL
7. DLL reviews documents and sends PO to Vendor
8. Vendor ships to Customer; installation begins
9. Installation is performed by Vendor and/or Subcontractors
10. Upon completion of installation, DLL sends Delivery & Acceptance (D&A) document to Customer for execution via eDocs Express
11. Customer executes and returns D&A to DLL
12. DLL pays Vendor upon receipt of D&A document from Customer

## CALL TO ACTION!

**Engage your DLL  
“financial co-pilot” once  
a project is identified  
to provide a finance  
proposal**

**Present the project as a  
monthly payment to the  
customer**

**Include a finance option  
on EVERY project you  
present**

## CONTACT US

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