

nufinance



nūvola
distribution

What is NuFinance?

Providing you with unparalleled payment flexibility, NuFinance offers your customers a lease finance agreement which will help you gain all of your commission up front. The agreement can be for 2, 3, 4 or even 5 years, and you'll still receive all your commission in one lump sum immediately.

This short document will educate you on NuFinance and the reasons why you will get your customers opting for finance.

What are the benefits?

- **Commission paid up front**, whether it's a 2 year term, 3 year terms or even 5, you'll get it in one lump sum, moments after deploying the solution.
- **Secure the full value of the equipment** as a result of the attractiveness of the smaller regular payments included in a lease. A customer is less likely to ask for a negotiated or discounted price when the payments over the lease period seem a lot less than the upfront cost.
- **An increased opportunity to close the sale** thanks to the perceived reduced cost when evaluating a schedule of rentals and the increased range of decision makers that often accompany the process.
- **Protecting your customer base**, by providing you with detailed management information on the performance of your lease portfolio, along with notification of a customer's intention to settle or upgrade their agreement with an alternative supplier.
- **The ability to retain customers** by way of an equipment upgrade, simply by restructuring the schedule of rentals.

The Process

Step 1: Quotation Stage

Using our simple rental calculator, type in your order value and the calculator will work out the monthly repayments. Present this to your customer and if they would like to go ahead, move onto the next step.



Step 2: Proposal Stage

Contact Nuvola/Tower Leasing with your clients business details and the order information. Nuvola/Tower will then take care of the rest.



Step 3: Credit Acceptance

Your proposal is considered and accepted for finance (4 hours)



Step 4 : Installation & Distribution

Once accepted and documents are signed, a PO is provided and work will commence or your items will be distributed.



Step 5: Payment

Upon completion of installation, Nuvola will invoice Tower Leasing. You will then be paid all commission upfront and future payment will be between Tower and your customer.

Example

Monthly Cost 25 user (£40 per user)	£1000
Invoice Value (Less Finance Costs)	£30,257
Nuvm costs over 3 years	£12,897

Includes:

Nuvm Licence
FTTC Connectivity (QoS Service)
POE Switch
Installation, Support & Training

Upfront Payment to Reseller	£17,360
-----------------------------	---------



ABOUT NUVOLA DISTRIBUTION

Nuvola are a true Service Value Added Distributor, we look to offer our resellers a total solution:

A complete and comprehensive product range

Technical support for all our re-sellers

A full portfolio of White Label Services including: Skype for Business integration

On-going support, 24/7/365 Helpdesk

In today's IT environment the reseller must be able to deliver the 'Total' solution and partnering with Nuvola they will be able to ensure that they are always in this position to do this. The re-seller can work with our Technical Consultants to design the best solution for their customers with the necessary services to deliver the project.

CONTACT

Address:

Unit B2 Lambs Farm Business Park,
Basingstoke Road,
Swallowfield
Berkshire
RG7 1PQ

Email: sales@nuvoladistribution.com

Telephone: 0845 524 0520

