

Delivering Financing Solutions to Help Partners Achieve Greater Success

Jenne and GreatAmerica simplify the as-a-service process to help you compete in the complex world of consumption models.



AS-A-SERVICE OVERVIEW

Why Partners Like You Choose As-A-Service Models

Help your customers refresh their technology environment at the pace of technology evolution.



- Monthly payments drive renewal income—while keeping technology up-to-date
- Become a true Total Solution Provider and accommodate customer growth
- Customers gain greater freedom to buy additional product and service lines
- Greater flexibility to compete with today's cloud and subscription models

GreatAmerica Hardware as a Rental® (HaaR®)

Easily standardize in every sale. Present clients a simple budgeted monthly payment for the entire solution.



- Simplify your offerings—provide a scalable, consumption-based option today's customers want
- A single-invoice solution for all hardware, software, installation and services
- Build monthly recurring revenue—enhancing your cash flow from day one
- Encourage higher margins while lessening financial risks

How Jenne and GreatAmerica Simplify the Process

We strive to work alongside you with a program designed to grow your business and help you differentiate yourself in an ever-evolving marketplace.



- We bill and collect your Managed Services
- Dedicated support to help you make it easy for prospects to acquire technology
- Quoting integrations with top software solutions including Quote Works, Salesforce, Tigerpaw and more make quoting monthly payments a breeze

SALES AND CUSTOMER BEHAVIOR

Customer Behavior Evolving in the Age of Consumption Models



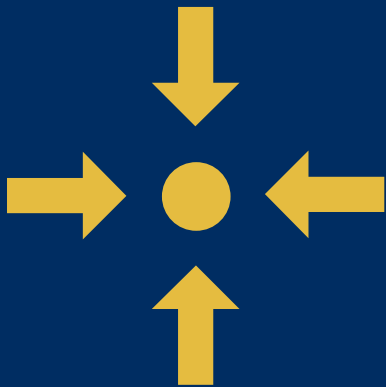
Customers expect a **financing option** when they acquire equipment



Customers desire **monthly payments** to help budgeting with their technology spend



Customers want **simplicity**: easier to acquire the latest technology and manage costs



Customers want **single solutions**: offering a 'total package' has become more attractive



Customers don't want **multiple bills** for their solutions



Customers want the latest **cutting edge solutions**: desire easy ways to replace outdated technology

OFFERINGS AND NEXT STEPS

Solutions We Help With

Jenne and GreatAmerica financing programs can be structured for whatever business model you have or verticals you serve.

- Physical Security
- Unified Communications
- Infrastructure
- Audio/Visual
- Cloud Services
- Device-as-a-Service

Featured Offerings

- Quote integrations to simplify the financing approach for your sales team
- Bundling solutions to provide one convenient invoice for everything
- Prefunding to help improve your cash flow
- Co-branding to support your messaging and sales approach
- Sales Training from qualified and dedicated personnel

We are here to assist with all of your financial services needs. We strive to develop creative financing programs and cash flow solutions to enhance your buying power, help you close more deals, increase your revenue and achieve greater sales success.

- Implement HaaR into your specific businesses
- Assistance with quoting monthly payment options
- Go-to-market strategy support
- Sales team training
- Knowledgeable resource to help drive sales

To learn more about Jenne's GreatAmerica Financing Solutions, contact:



Karen Knupp
GreatAmerica Financial Services
Director, Strategic Accounts
kknupp@greatamerica.com
888-333-7258

About GreatAmerica:

A family-owned business, GreatAmerica was established in Cedar Rapids, Iowa in 1992 and has nearly 2 billion in assets. More than just a finance company, the Unified Communications & IT Group at GreatAmerica is dedicated to understanding the IT, Managed Services, and Unified Communications industries. Their exposure to thousands of telecom providers, MSPs and independent VARs contributes to their ability to help customers evolve their businesses through targeted and innovative solutions. The collective knowledge and experience of GreatAmerica enhances the development of specialized programs and collaborative learning opportunities to complement their vendors' offerings.