



Hampton Vendor Finance



HAMPTON VENDOR FINANCE: SELL MORE -- LESS RISK

Hampton Vendor Finance partners with manufacturers, distributors, resellers and retailers to build and manage broad-based customer financing programs that work.

Equipment Leasing Programs

By working with Hampton Vendor Finance ("HVF"), manufacturers, distributors and resellers of hardware, software and general equipment engage a customer financing team with over 50 years experience cultivating strong industry relationships, managing financial partners and pioneering successful, customer-focused equipment leasing programs.

Dedicated Program Partners

Realizing that no third party leasing company can fund every transaction, we've assembled a funding network of the best finance partners based upon their specific expertise. No matter what industry, sales channel (direct or indirect) geographic market, transaction size or customer credit profile, we have the experience and capability to provide custom-made equipment leasing solutions.

Incremental Sales

Our experience has shown that customer financing results in incremental revenue to the vendor, as well as customer retention through control of the "financial footprint." We also understand that only the largest companies can afford their own captive finance organization.

Our mission is to provide the benefits of having a captive finance program to all companies, regardless of size, but without the expense, risk and distraction of managing such a program.

Transaction Range

Lease financing is available for single transaction purchases of \$1,000 -to over- \$1,000,000+. Multiple financings for a single customer can be combined using a master lease structure.

Soft Cost Financing

In order to provide customers with a total solution - installation, training, software, shipping, maintenance and other associated services may also be included in the lease.

End of Lease Options

End of lease options are designed to give the customer maximum flexibility. At the end of the lease term the customer can choose to: (a) terminate the lease and return the equipment without further financial obligation, (b) renew the lease for an extended term ranging from 12-36 months, or (c) execute a pre-determined purchase option.

Purchase Options

Customers may choose from three different purchase options:

- One (\$1.00) Dollar Buyout - At the end of the lease the customer pays the fixed \$1.00 option and ownership of the equipment is transferred to the customer.

- Fair Market Value (FMV) - The customer agrees to pay the fair market value of the equipment at the expiration of the lease term. When the customer has paid the equipment's fair market value ownership is transferred to the customer.
- Fixed Percentage - At the expiration of the lease term, the customer has the option to purchase the equipment by paying a fixed percentage (eq., 10%) of its invoiced cost.

Lease Terms

Standard lease terms are 24, 36, 48 and 60 months, depending on the equipment.

Best Outsourced Solution: AIM

HVF's approach is to fully **assess** client goals and needs, **implement** the appropriate programs with the best financial partners, and **manage programs** to ensure maximum results. Given our proven success in building and managing captive finance companies, we provide a true vendor's perspective to outsourced customer financing.

**500 Airport Blvd. Suite 100
Burlingame California 94010**

**Tel : 650.579.6699
Fax : 650.240.1859**

