



Hampton Vendor Finance



HAMPTON VENDOR FINANCE: SELL MORE -- LESS RISK

Hampton Vendor Finance ("HVF") partners with software vendors, distributors, resellers and retailers to build and manage broad based customer financing programs that work.

Software Finance 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, software finance programs.

Dedicated Program Partners

Realizing that no third party leasing or finance 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 software finance 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.

Customized Software Finance Programs

Our software finance programs are designed to meet the varied needs of all types of buyers: from small and medium sized companies to large enterprises.

Transaction Range

Software finance is available for term or perpetual licenses with license fees ranging from \$1,000 to over \$1,000,000. Software may also be financed in combination with related computer hardware, support and maintenance using a single agreement with software-specific provisions.

Financing Terms

Standard software financing terms are 24, 36, and 48 months depending upon the nature of the software, the type of license (term or perpetual), and how the software will be used.

Accounting Treatment and Special Considerations.

The accounting issues faced by software companies that offer financing are complex and continually evolving. By working with HVF, you engage an experienced partner, able to address the revenue recognition and other accounting issues inherent in software finance. We also understand the risks faced by funding sources in software finance transactions. At HVF, we have the experience required to structure and document software finance transactions in keeping with best industry practices, ensuring successful software finance programs for our customers.

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.

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