

## END-USER LEASING PROGRAM

Tech Data Corporation has established relationships with several companies, including Apple Commercial Credit/Dana Commercial Credit, and AT&T Capital Leasing Services, Inc. These sources provide financing programs with long term repayment for approved end-users. Alternative leasing companies may be considered with prior Tech Data approval.

These programs provide for repayment with lower monthly payments for the end-user. Once the end-user has received the product and has signed a Lease Agreement and the Delivery & Acceptance document, the leasing company forwards payment to Tech Data Corporation and to the Reseller. This normally occurs within 48 hours of receipts of the necessary documents from the end-user.

Interested program participants should contact:

1. Apple Commercial Credit/Dana Commercial Credit  
1-800-624-6914, Ext. 4215  
Representative: Steve Taylor
2. AT&T Capital Leasing Services, Inc.  
1-800-305-5767  
Representative: Rhonda Hammack-Brent

### **There are two types of leasing: 2 or 3 Party.**

**2 Party Lease:** When our Reseller is the end-user. The order would be input into a qualified Lease company's account showing: **SOLD TO/BILL TO** lease company and **SHIP TO** the Reseller (end-user.)

**Documents required are:** Copy of the signed lease and the lease company's P.O. to Tech Data **prior** to shipping.

**3 Party Lease:** When our Reseller has a customer (end-user) who will be leasing product from a qualified lease company. In this case, the order is input into the Reseller's account showing: **SOLD TO/BILL TO** our Reseller and **SHIP TO** the end-user.

**Documents Required are:** Copy of the signed lease between the Lease company and end user, list of equipment (which may or may not appear on the lease), a copy of the signed lease company's P.O. to our Reseller, a copy of the signed AOP (Assignment of Proceeds - this document is where the lease company will pay Tech Data directly for the product sourced and fund the balance to the Reseller. a.k.a. "Split Funding"), our Reseller's P.O. to Tech Data, and a copy of the Reseller's invoice to the lease company. Tech Data will invoice the Reseller and the Reseller will invoice the lease company. Tech Data requires a Security Agreement and UCC1 be signed by the Reseller. All above documents are subject to review and acceptance **prior** to shipping.

**ALL** lease orders are "**SHIP COMPLETE.**" If anything is on backorder you will need to find out if it can be substituted **OR** submit separate P.O.'s/lease schedules. One P.O./schedule with all product available and the other P.O./schedule with all the backorders. **ALL documentation required in either lease situation must be faxed to Tech Data for review and acceptance, Attn: AOP/JTPO DEPT. BEFORE any orders will be released.**

**Note:** Whenever you're placing a lease order, whether 2 or 3 party, you need to inform your Tech Data Sales Rep. They will need to put the order on "special instruction" status ("062") and add the following verbiage to the order: **THIS IS AN END USER LEASE WITH (Lease Co. Name), ATTN: CYNTHIA X75606.**

PLEASE feel free to call with ANY questions you may have.

