

## INVENTORY/ACCOUNTS RECEIVABLE FINANCING

In today's fast paced environment Tech Data recognizes that you may require additional financial services for your capitalization needs. Both Inventory and Accounts Receivable financing programs are available through six major corporations--IBM Credit Corporation, Deutsche Financial Services (f.k.a. ITT), AT&T Commercial Credit, NationsCredit Corporation, and TransAmerica Commercial Finance Corporation and FINOVA Capital Corporation.

Inventory financing, more commonly referred to as floorplanning, is a method of financing designed to suit the needs and relationships between resellers, distributors and manufacturers of durable goods. Accounts Receivable financing is primarily designed to assist the VAR and Integrator sectors, in their efforts to market to the government and Fortune 1000 markets.

Whether you utilize the Inventory financing, Accounts Receivable factoring, End-user Purchase Order financing; or any of the numerous programs they offer, your account shall be handled in the most efficient method possible. The finance company will advance to Tech Data, on behalf of the Reseller, the wholesale cost of goods purchased for inventory, while retaining an interest in those goods until sold and payment received. As the Reseller sells the merchandise, payment is remitted to the finance company. This flow of funds provides the Reseller community with a steady flow of funds, potentially a larger inventory to draw product from, and the ability to fund large government bids. Tech Data believes supporting these programs assists our resellers in maintaining steady cash flow and creating a competitive advantage.

Tech Data has established relationships with all the major floorplanning companies nationwide. While each financing company has its own unique programs designed to compliment today's resellers, Tech Data endorses your freedom of choice. Tech Data is a nationally approved distributor for the previously mentioned finance companies.

**For qualified customers Tech Data will pay finance charges for the first 30 days when financing with the following companies:**

The sources of finance are:

1. AT&T Capital Corporation  
1-800-255-8595  
Contact: Wade Smith, Ext. 6230  
(Carrollton, TX)
2. IBM Credit Corporation  
IBM Credit National Marketing Hotline 1-800-422-1539 or  
Contact: Deborah Masi, 1-203-973-5854
3. Deutsche Financial Services (f/k/a ITT)  
1-800-727-9090  
Contact: Diana Derrington, Ext. 3112  
(St. Louis, MO)
4. NationsCredit Commercial Corporation  
1-800-346-2623  
Local business hours
5. TransAmerica  
1-800-320-8726  
Contact: Sherry Christiansen  
(Schaumburg, IL)
6. FINOVA Capital Corporation  
1-800-777-3731  
Contacts: Tracy Elmer, Ext. 8258, Angel Stickler, Ext. 8290 or Stephanie Richardson, Ext. 8480  
(King of Prussia, PA)

