



With CommScope Financial Services (CFS), you can offer a variety of financing options to your customers, enabling them to invest in the latest networking technology, without the upfront capital outlay.

COMMScope FINANCIAL SERVICES OFFERINGS:

FINANCE SOLUTION	FEATURES / CHARACTERISTICS	WHAT'S INCLUDED
Finance Lease	Lease-to own; at the end of the lease, customers can purchase the equipment for a nominal sum to take title of equipment.	100% of the solution; CommScope/Ruckus hardware, software, and partner professional services
Operating Lease (Fair Market Value)	Customers can choose to return equipment, continue renting, or purchase at fair market value at the end of the lease.	100% of the solution; CommScope/Ruckus hardware, software, and partner professional services
Rental	Monthly subscription for the use of the equipment, then return equipment at the end of the lease. Availability varies by country.	100% of the solution CommScope/Ruckus hardware, software, and partner professional services

Benefits of using CommScope Financial Services as part of your sales strategy:

- One easy monthly payment from customer for all hardware, software, support and professional services
- Opportunity to cross-sell and up-sell, by removing “sticker shock” of one large payment
- Reduce your accounts receivable and get paid faster

Benefits to customers:

- Enables repeat product refresh cycles to get the most up-to-date technology
- Technology acquisition without upfront capital investment
- Existing bank funding lines remain intact
- Working capital available for core business needs, payments are fixed and predictable

More information:

Contact Purdicom

t: +44 (0) 1488 647 647

e: ruckus@purdicom

Offers may vary by region and may be changed without notice. Offers are subject to amendment, credit and pricing assessment, approval and the required executed documentation.



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Have an opportunity that needs financing? What you need to do to start the process

**Customer
(End User) Name (or Co. #)**

**Quote (End User CapEx Price)
Or
SFDC Opportunity Link**

VAR/Disti Name

Any other helpful info!
(e.g. required timeframe, bid timeline, monthly budget targets, currency, lease term etc.)

*Send to:
#CFS-EMEA@commscope.com
Cc: justin.thomas@commscope.com*

Think about strategic must wins and possible budget constrained opportunities, and send them through today! Engage with CFS early for strategic deals We are here to help and are hands on!

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