



“ Should I make this investment in technology or hold off for a few more months? ”

FINANCIAL RESOURCES FOR YOUR TECHNOLOGY INVESTMENTS

Resistance Point – Typically partners leverage their own cash to make purchases on behalf of their customers. In addition, many partners delay investments into their own technology as their cash is tied up.

- Making technology investments often tie up working capital and credit lines
- Providing Managed and As-A-Service models typically are challenged at scale
- Multi-year commitments to OEM over annual could produce major discounts
- Investment returns could be greater in other areas

CASH FLOW
 POSITIVE HAAS
 APPROACH

MAINTAIN
 FINANCIAL
 LIQUIDITY

ACQUIRE
 TECHNOLOGY
 YOU NEED

PROVIDING CAPITAL TO HELP YOU SCALE

