

The monthly repayment option **MUST** be reflected on all proposals in order to gain maximum attraction:

Account	Date	Validity	Order No	Delivery note	Our Reference	
Item Code	Item Description	Qty	Unit Price (Ex)	Price (Ex)	Tax	Total Incl
<b>System</b>						
ZX(D)duo-NP-AG	PBX with LTE Failover	1	R 10 421.00	R 10 421.00	R 1 563.15	R 11 984.15
FF-BB-NM	Upgrade Licence	2	R 2 618.75	R 5 237.50	R 785.63	R 6 023.13
P-CF30	Small/Medium Boardroom IP Conference Phone	1	R 3 996.00	R 3 996.00	R 599.40	R 4 595.40
Y-SIP-T54S	Yealink IP Media Phone (CEO Office)	1	R 2 424.00	R 2 424.00	R 363.60	R 2 787.60
A-SIP-G98D	Professional Gigabit IP Phone (Reception)	1	R 2 424.00	R 2 424.00	R 363.60	R 2 787.60
C-EXPM	Colour LCD Expansion Module	2	R 1 399.00	R 2 798.00	R 419.70	R 3 217.70
PSU-COLOUR	PSU for COLOUR screen phones	1	R 86.00	R 86.00	R 12.90	R 98.90
Y-SIP-T40G	Yealink Entry Level IP Phone (with PoE)	23	R 839.00	R 19 297.00	R 2 894.55	R 22 191.55
					<b>Total (Excl)</b>	<b>R 46 683.50</b>
					<b>Tax</b>	<b>R 7 002.53</b>
					<b>Total (Incl)</b>	<b>R 53 686.03</b>
					<b>Rental Option @ 60 Months</b>	<b>R1 336.25</b>

## QUOTING THE FINANCE OPTION SERVES THE FOLLOWING PURPOSE:

- ☐ Makes clients aware that you offer a finance option
- ☐ Creates affordability for customers who don't have the cash and don't want to (or can't) use their banking lines
- ☐ Creates affordability for the client (A monthly opex expense is far cheaper than a capex expense)
- ☐ It brings deals forward-customers don't have to wait for capex budget approval or to raise the cash
- ☐ Targets the cash strapped as well as cash flush clients that want to reserve their cash flow
- ☐ Customers can buy larger units - a small increase in the monthly payment will allow the customer to buy a higher spec unit
- ☐ Puts you ahead of competitors as they may not offer a monthly repayment option
- ☐ Changes the way the client thinks about the transaction (R2.5k per month is far more affordable than R100k)
- ☐ Usually makes a quick difference to sales levels by converting a much higher percentage of quotes into deals