

## OFFICE, IT EQUIPMENT & SOFTWARE PROGRAMS

### Software financing through American Capital can be the solution.

While most banks do not consider software a tangible asset, ACC understands that the IT hardware in which you've invested a large amount of capital is useless without the right software. ACC is your means of funding the total solution, including associated services, maintenance, and implementation of the software investment. For the software user, costs are spread over a multiple-year term, matching benefits received from the software. This means the business can let the solution pay for itself over the duration of the finance term, keeping more working capital liquid to fund investments such as additional payroll or facility expansion.

Leasing is an excellent means of financing software and preserving a companies working capital and credit lines. An advantage for a business that decides to finance is that a lease can often begin immediately, even if provisions for the item are not included in the current capital budget. The advantage for the software vendor is a shorter sales cycle and 100 percent cash up front. Vendors who offer financing have an advantage over competitors that do not offer the flexibility and ease of leasing. And fewer requests for discounting are heard when a monthly payment including annual updates and support are included in the proposals.