

EVERY COMPANY HAS A DIFFERENT JOURNEY.
TECHNOLOGY FINANCE CORPORATION HELPS YOU WITH YOURS.



TFC

TECHNOLOGY
FINANCE CORP.

An innovative financial solutions provider

OUR JOURNEY

In 2004, co-founders Kevin Pruett and Jeff Miller were both successful professionals in the technology financing industry but they believed they could provide their customers with more. They saw a need for ingenuity and creativity to keep up with their customers' growth; not simply provide one unvaried way to finance technology. Their goal: expand their customers' options to not only include traditional financing, but innovative financing as well. And from there, Technology Finance Corporation (TFC) was formed — a company that provides customers with unique financial solutions to help fund their equipment while preserving cash for their growth.

WHAT MAKES TFC DIFFERENT



Trusted business partner. Education, listening and collaborating with our customers helps improve their technology sales. We provide complete solutions and expertise. We work with people — not numbers — to find the best financing solutions.



Expansive network of resources. TFC's extensive banking relationships offer more access to capital. TFC will find the resources required to help grow your business. We are the leading provider of technology leases to growth-minded small- and middle-market companies.



Flexible financing options. TFC provides maximum financing flexibility to help your company achieve or maintain its technology edge, while providing a fast and easy application-only process. Hardware, software, consulting, training, maintenance, services and other soft costs can be combined into a total financing solution, minimizing large upfront costs and facilitating sales.




Wide range of capabilities. TFC recognizes your need to spread out technology costs in the form of monthly payments. We skillfully deliver processing and financing for many types of companies. TFC delivers more approvals and higher capacity than its competitors.



Expertise with an entrepreneurial approach. TFC's level of financing experience and industry insight is unrivaled. We have over 100+ years of collective experience with multiple equipment vendors, various types of assets, different leasing structures and numerous industries. Our funding specialists work to ensure you have a smooth transaction by providing full-service financing to help ease complexities.

SIMPLE AND FLEXIBLE FINANCING CUSTOMIZED FOR YOUR NEEDS

- Over \$750 million in originations to date
- Application only up to \$2 million — ideal for establishing credit
- Terms up to 60 months
- Low or often no upfront cash is required
- Refresh programs to avoid obsolescence
- 100% financing of software and services
- \$1 buyout and FMV leases
- Level, skip, step, deferred or other payment structures
- Ability to coordinate funding with many different vendors
- Automated credit decisions within 24 hours



CASE STUDY

How leasing through TFC helped a customer transition from the start-up phase to a mature global company

Background

- Global developer of mobile games
- Start-up company
- 1,000 employees
- Private equity-backed company

Challenge

In order to support the development of the mobile game apps, our customer had a need to significantly invest in technology infrastructure. This large investment allowed the company to monitor hundreds of thousands of players in its real-time mobile games. Due to the fact that this customer was an early start-up and backed by private equity investors, it did not gain interest from traditional lenders. Being in the early start-up phase, they were looking to conserve cash by leasing their technology equipment.

Solution

Since TFC is independent from a parent manufacturer, we were able to provide a solution to the customer that was not tied into the purchase of a specific solution. TFC allowed the customer to shop each of the major manufacturers and consider the solution that best fit their needs. TFC effectively helped the CIO and his team streamline acquisition, asset information and disposal. These improvements included:

- Quarterly installation and documentation
- Reduction in the number of annual lease agreements
- Order management provided by TFC Relationship Manager
- Newfound flexibility to change platforms with ease

By taking the time to fully understand their story, TFC was able to establish several millions of dollars in lease lines of credit that the customer needed for their growth, thus allowing the customer to invest over \$40MM in their marketing.

TFC PROVIDES YOU WITH MORE

- Capacity to work with vendors, resellers and their customers
- Ability to work with companies from start-up to Fortune 500
- Non-bank owned allows us to be flexible and independent
- Entrepreneurial approach allows for customized financing solutions
- Various structures, from traditional to innovative
- Offer multi-funder model/single platform
- Simplicity — one single contract to cover multiple IT providers
- U.S. coverage

GETTING THE BASICS RIGHT

Unlike manufacturers' captive leasing arms, TFC does not exist to drive product sales for a parent company. Since we do not make the products we finance, we realize the only way to create a loyal customer is to master the principles of account management. We start by getting the basics right — quick turnaround, accurate invoices and documentation, and responsive service. At TFC, we truly believe there is no excuse for less than exceptional service.

“Our different mindset allows us to do diverse things. Everyday we’re proud to help companies that have been looking for alternate ways to pay for their technology, but have limited financial resources. We had a vision for a company that would provide our customers options outside of the standard credit process. We pick up the phone, have a conversation and take the time to listen to our customers. We hear their stories and come up with the best financing solution for them.”

- JEFF MILLER, CO-FOUNDER & NATIONAL SALES MANAGER

TELL US YOUR STORY

Contact us today to learn more about how TFC can help your company’s journey.



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