



## WHY CHOOSE US FOR FINANCING



### Quality, Excellence and Trustworthiness

Lenovo Financial Services reinforces Lenovo's commitment to deliver pioneering products and services recognized for their quality, excellence and trustworthiness. We offer financing solutions and services that compliment your technology solution anywhere in the world.

### We make it easy-

We work with businesses, non-profit organizations, governments and educational institutions to finance their entire technology solutions. We focus on making it easy to do business with us. Our highly experienced team of finance professionals operates in a work culture that emphasizes the importance of providing outstanding customer service. Our systems, processes and flexible policies support our goal of providing customers with a positive experience.

### The finance process:

- Tell your Lenovo sales representative or your technology provider you may be interested in a financing solution.
- The sales rep can calculate and explain your estimated monthly payment for different lease structures and contract lengths for the acquisition you are considering.
- The sales rep submits your credit application to us.
- If approved, we may offer you a higher credit line than requested should you decide to leverage financing to acquire a larger solution.
- If you agree to the finance solution, you sign and return the financing documentation.
- The financed assets are installed and you verify delivery and installation.
- Your financing agreement commences.

### Major services for major accounts-

Those customers who do large transactions (i.e., hundreds or thousands of assets) will benefit from our Premier Client Services. Each of these large accounts is assigned a servicing representative as a single point of contact for the lifetime of the relationship.

Ask your Lenovo sales representative or your technology provider about using Lenovo Financial Services. Visit us at [lenovo.com](http://lenovo.com) under "Services & Warranty."

### Lenovo Financial Services

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