

WORKING CAPITAL SOLUTIONS

For the IT Channel



PNC Business Credit’s Channel Finance group, in a strategic, go-to-market collaboration with WeFi Technology Group, offers technology vendors and their channel partners creative financing solutions to address a rapidly evolving industry.

Credit capacity and payment terms are the lifeblood for channel growth, giving clients a competitive advantage to meet their global needs. With well over 150 transactions closed, representing more than \$22 billion in financed volume over the past 4 years, our extensive lending experience provides for seamless execution, helping you to capitalize on opportunities for growth and transformation.

MARKET-LEADING PLATFORM: A POWERFUL EFFICIENCY

WeFi’s market-leading platform dramatically reinvents the vendor-channel partner relationship. The WeFi team brings many years of technology and financing experience to focus on enabling growth in the global technology industry.

An innovative approach powered by a cloud-based platform facilitates the entire channel finance life cycle and enables clients to increase efficiency from order to invoice to remittance.

- **Anytime access:** 24/7 availability on any device
- **Analytics:** Gain powerful channel insights
- **Security:** Top-of-mind data protection
- **Ease of use:** Delivering the data you need
- **Global dynamic cash management:** Days sales outstanding (DSO) acceleration/deceleration in real time

The Value of Channel Finance — Market-Leading Platform

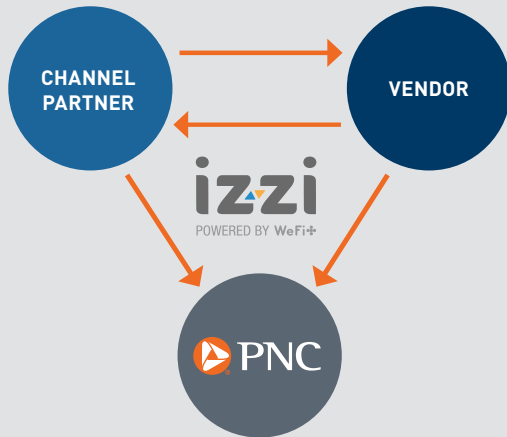
VENDOR BENEFITS

- **Incremental** growth premium (10%–20%)
- **Increased** channel liquidity
- **Reduction** in days sales outstanding
- **Competitive** pricing
- **Outsourcing** of credit function and receivables collections

CHANNEL PARTNER BENEFITS

- **Enhanced growth** through larger credit facilities
- **Vendor-sponsored** extended payment terms
- **Channel finance advances**, often interest-free
- **Streamlined communication** with technology vendors

izzzi: A Powerful Platform That Drives Channel Finance Innovation



Commitment to Innovation

Solution: Dynamic Cash

Benefit: Treasury / optimization of working capital / program cost

Solution: Invoice Dispute Management

Benefit: Decreased time to resolution for invoice disputes; optimized working capital

Solution: Automated Financial Statement Spreading Using AI

Benefit: Credit underwriting / operational efficiencies

Solution: AI-Driven Automation of Withholding Tax Processing

Benefit: Operational efficiencies

TD SYNnex

\$500,000,000

Channel Finance

End-to-End Technology Distributor

Technology

encore
TECHNOLOGIES

\$50,000,000

Channel Finance & Revolver
General Refinancing

Insight

\$250,000,000

Channel Finance

Technology Solutions Provider

Technology

GOVPLACE

\$15,000,000

Channel Finance & Revolver
General Refinancing

GreenPages
Technology Solutions
Physical. Virtual. Cloud.

a portfolio company of
ABRY Partners

Undisclosed

Channel Finance & Revolving Line of Credit

IT Consulting & Systems Integrator

READY TO HELP



TO LEARN MORE ABOUT HOW WE CAN HELP, PLEASE CONTACT US TO GET STARTED.

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