

Vendor Financing: Financing for equipment acquisition around the globe

What is vendor financing?

Vendor financing programs are developed for manufacturers, product resellers and distributors to enable their customers to acquire product now and finance payments over time. CIT Vendor Finance partners with manufacturers and product resellers primarily in the technology, telecommunications and office equipment industries to provide lending and leasing solutions tailored to their specific markets and individual business strategies.

What are the benefits?

For manufacturers and product resellers:

- Sell more equipment
- Improve cash flow and liquidity while preserving capital
- Close sales quickly
- Establish new relationships and increase customer loyalty

For their customers:

- Predictable, low monthly payments
- Reduce upfront costs and preserve capital
- Flexible pay structures
- Ability to bundle transactions
- Keep up with changes to technology
- Potential accounting and tax advantages

How does vendor financing work?

