

Juniper Financing Advantage

Sales incentive for Juniper Business Partners*

Earn up to 1% of the *total* transaction cost on all hardware financed by your customers.

The Juniper Financing Advantage Program is a unique way for you to gain a real advantage when selling to any type of customer.

The program offers customized financing solutions, provided by IBM Global Financing, to help you overcome many of the obstacles you face when selling in the marketplace, such as:

- Selling against customer budget constraints.
- Selling against competitors.
- Selling when technology obsolescence is a concern.
- The ability to offer flexible payment terms on the entire bundled solution including hardware (even other vendors' hardware), software, services and maintenance.



Now, the Financing Advantage Program is offering Juniper Business Partners the opportunity to earn up to 1% on the total financed customer solution (Juniper and non-Juniper)

For more information, contact your local IBM Global Financing representative, or:

- IBM Global Financing (main contact)
Dennis Kuntz at 845 512-5222 or
dkuntz@us.ibm.com
- Juniper (main contact)
Tom Mace at 330 351-3264 or
tmace@hvfinance.com

**Juniper Financing Advantage
Powered by IBM Global Financing**

* Incentive paid per transaction, on a quarterly basis, in the quarter following the funding of the transaction.
Minimum finance amount = \$1,000.
Partner must either be an IBM Business Partner or sign an IBM Financing Associate agreement.

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