

FINANCING PROGRAM *by* DLL



YOUR CUSTOMIZED FINANCING TOOL



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DLL IS DIFFERENT.



DLL is focused on tailoring financing programs to and for partners' unique sales and go-to market processes, in order to create and maintain long-term competitive advantage for their businesses.

DLL is not a "deal desk" – the program features vertical specialization and integrates into the full cycle of partners' customer service efforts.

DLL is not a bank, distributor, or broker – DLL employs a laser focus on partners and their customers. Contracts are serviced from funding to end of term.

DLL is your financing co-pilot throughout the entire process!

BENEFITS OF FINANCING

FOR EIKO CUSTOMERS

Overcome price objections

Easier to sell fixed payments vs large lump sum

Become a turnkey solution provider

Simple structure

Become a "financial co-pilot" from quote to funding

Competitive advantage

Increase profit margins & sales size

100% project funding with additional project scope

Take advantage of DLL's years of lighting financing expertise

FOR END USERS

Self-funded projects

Simple structure

Fixed payments & term
No other security is required
Credit decisions in less than a day

Maintain existing bank lines

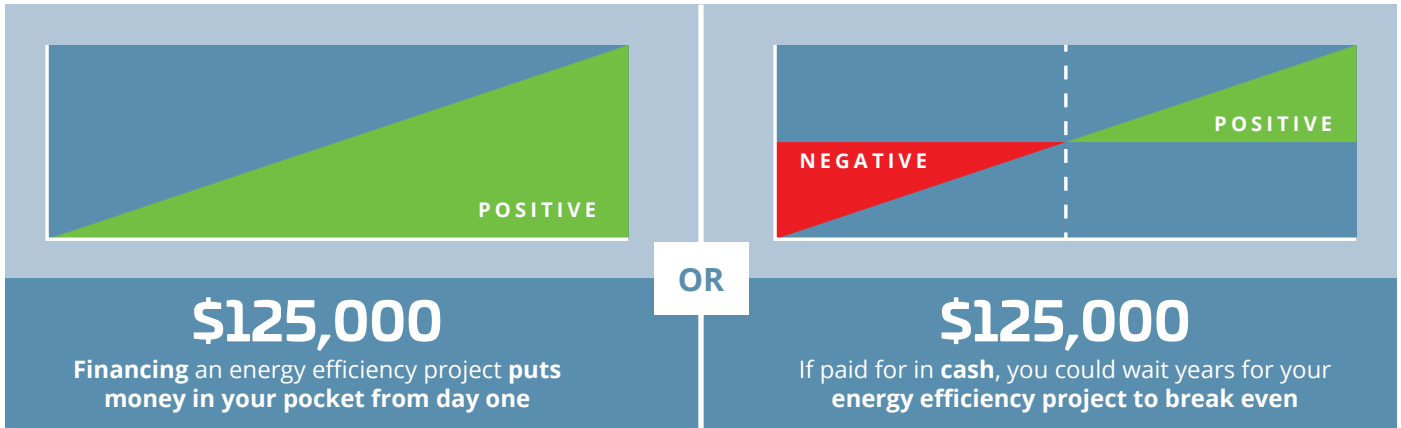
Preserve cash

100% project financing

Additional projects

POSITIVE CASH FLOW FROM DAY ONE

Which cash flow would you choose? The answer is clear:



DLL MAKES IT SIMPLE!

From quote to credit approval to documentation to funding, DLL is your co-pilot:

- ✓ **\$5,000 lease minimum**
- ✓ **Comprehensive suite of creative financing structures**
- ✓ **Simple documentation**
- ✓ **Fast, efficient process (auto scoring, eDocs, payment)**
- ✓ **Extended terms = Attractive customer cash flow results**

FINANCIAL PRODUCT OFFERINGS

| TRADITIONAL PRODUCTS | REBATE | PROMOTIONAL PRODUCTS |
|------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none">• Standard terms range up to 72 months• Operating• Capital | <ul style="list-style-type: none">• Vendor rebates applied towards lease payments | <ul style="list-style-type: none">• Deferred payments• Step/graduated payments |

- For both private and public customers
- Payment structures inclusive of utility incentives
- Creative below-market rate structures
- Deferred payment structures
- Progress payments
- Escrow account
- Terms based on credit quality and customer cash flow needs
- Contracts commensurate with lease size
- Fair market value leases:
 - Allows current portion of payments to be off-balance sheet
- LaaS (Lighting as a Service):
 - Functions as a service contract between vendor and customer
 - DLL purchases the assets listed in the bundled contract

EIKO PARTNER-ORIGINATED LIGHTING SOLUTION

MATERIALS AND INSTALLATION LEASE

1. EIKO Partner (Vendor) proposes project to Customer
2. Customer accepts proposal
3. Vendor sends credit application / Customer information to DLL
4. DLL approves credit and transmits approval to Vendor
5. DLL prepares and sends lease documents to Customer via eDocs Express
6. Customer executes documents and sends to DLL
7. DLL reviews documents and sends PO to Vendor
8. Vendor ships to Customer; installation begins
9. Installation is performed by Vendor and/or Subcontractors
10. Upon completion of installation, DLL sends Delivery & Acceptance (D&A) document to Customer for execution via eDocs Express
11. Customer executes and returns D&A to DLL
12. DLL pays Vendor upon receipt of D&A document from Customer

CALL TO ACTION!

**Engage your DLL
“financial co-pilot” once
a project is identified
to provide a finance
proposal**

**Present the project as a
monthly payment to the
customer**

**Include a finance option
on EVERY project you
present**

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