



A little zero can
make a big difference

WFS

Westcon
Financial
Services

Westcon Financial Services is now offering 0% financing on qualified FireEye Deals



0% financing for all FireEye hardware, software and commercial bundles.

Westcon Financial Services (WFS) was created to support and enable partner growth because we believe financing technology can be simple. As the demand to protect your business and assets against advanced threats continues to grow and the industry evolves, we will finance technology investments in a manner that maximizes businesses value while minimizing capital impact.

WFS can simplify financing through a one-stop process that frees up capital for future business investments. Our expertly structured FireEye 0% financing program helps enhance your competitive position, making you not only the technology expert, but also the full-service solution provider with a competitive edge that meets the unique financial requirements of your end customers.

Benefits of WFS 0% Financing

The benefits of 0% financing for resellers:

- Increase your margin
- Remove cost barrier
- Upsell your customer to get the entire FireEye solution they need now
- Get paid faster, reduce your DSO

The benefits of 0% financing for end-user customers:

- Conserve working capital
- Spread costs over time
- Create wider financial scope
- Improve cash-flow management

How Does WFS 0% Financing Work?

WFS offers a robust variety of funding options and terms that can be customized to meet specific business budgets and needs. WFS provides a flexible payment structure that permits support contracts to be paid over the duration of the contract. FireEye customers can receive financing rates, as low as 0%, for 36 months when they purchase a 3-year support contract. WFS can customize payment structures, such as payment deferrals, monthly, quarterly, or annual payments, to meet the needs of your customers. 0% Financing is available for U.S. and Canada FireEye Purchases.

WFS Success Story

WFS helped a reseller partner close a four year \$1.4 Million dollar FireEye opportunity for a health insurance company located in New York. The insurance company wanted to take advantage of a four year FireEye Threat Intelligence Solution, but didn't have the capital to pay up front. The 0% WFS solution allowed them to lock in a 4 year security solution. They conserved working capital and took advantage of special pricing offered on the four year solution.

To learn more about WFS offerings or request a financing proposal, please contact:

Janenne Allen

WFS Leasing Manager

303-566-2695

janenne.allen@westcon.com

800-WFS-0696

WFS@westcon.com

For additional information about Westcon's FireEye offerings, please contact:

Erin Hammond

Westcon's FireEye Product Sales Manager

303-566-2687

erin.hammond@westcon.com

 Cloud  Global Deployment  Services

 Security  UCC  Networking  Data Center