

## HERE'S WHY TECH COMPANIES OFFER FINANCING

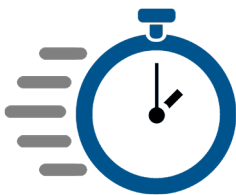
3RD PARTY SURVEY OF 194 C-LEVEL PARTNERS



**58%** increased their typical monthly managed services contracts by 10% or more.

**"We have been able to build up a consistent revenue stream through our Managed Services."**

*- CEO of Small Telecommunications Equipment Company*



**76%** say their Days Sales Outstanding (DSO) decreased by 5 days or more.

**"We are able to close deals faster, get paid faster and have solid customer relationships that translate into future business."**

*- CEO of Small Business Computer Hardware Company*



**85%** increased margins by 5% or more with financed deals vs. deals that were paid for with cash.

**"We get better margins and our cash flow has improved tremendously since working with GreatAmerica."**

*- Brian Hawk, Vertical Communications, Inc.*



**71%** agreed their customers acquire more product and service lines when they had finance agreements.

**"The customer can make larger purchases to solve an entire problem instead of trimming budgets and doing a little at a time. It's better for us - much better for the client."**

*- CEO, Small Business Computer Services Company*



**97%** of organizations are likely to recommend GreatAmerica to their peers.