



Want to win more Samsung Display business?

Learn about flexible payment options available exclusively to Ingram Micro partners

We're proud to introduce Flexible Pay – an Ingram Micro exclusive program that empowers you to create more opportunities, close deals faster, and ensure your customers get the latest Samsung technology with a payment that fits their budget and cash flow.



Available for hardware and services

- Commercial smart signage
- Direct view LED
- Desktop monitors
- Warranty, install, and services

Let's start with the details

Flexible Pay is a reduced-rate equipment rental program that makes it easier for your customers to acquire Samsung hardware and related services at a manageable cost, with zero interest expense. Even better, Ingram Micro takes on many of the risks and your customers have flexible end-of-term options.



Flexible end-of-term options

- Return the equipment
- Refresh the equipment
- Purchase at fair market value



Great terms and limited risk

- 36 months, no interest expense
- \$5,000- \$500K+ deal size
- Billing and risk of non-payment taken on by Ingram Micro FPS

Customers can also add-on or upgrade during the program term!

How are partners benefitting from Flexible Pay?

77% of solution providers say that closing a deal is easier with monthly payment options. Flexible Pay enables you to offer those options to your customers to not only create value for their business, but also for your own.



Protect against advancing technology

Your customers can add-on or upgrade during the program term, and have multiple options after the term is over so you can own the refresh cycle.



Lower upfront IT equipment costs

Reduce the burden of upfront costs by allowing customers to spread payments over 36 months to free-up capital for core business priorities.



Bundle implementation and on-going services

Provide a complete experience with hardware, implementation, and on-going services in a single invoice to make it easier for customers to buy more.



Increase your gross margins

By bundling products and services and eliminating cash terms, you can increase your hardware margins by as much as 5 to 10%.



Build an as-a-service model

Introduce as-a-service options where your customers pay one invoice every month that ensures their technology is always working, and always up-to-date.

Monthly payment options make it easier for customers to say "yes."

With Flexible Pay from Ingram Micro and Samsung, you can provide the monthly payment options your customers are asking for.



61% of customers

Say that they expect their solution provider to offer monthly payment options.



41% of customers

Say monthly payments make it easier for them to keep their technology updated.



Have an opportunity or want to learn more?

Reach out to the Ingram Micro Flexible Payment Solutions team to learn more, and get a customized proposal for any Samsung opportunities you may have.

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