

**Canon**

CANON FINANCIAL SERVICES, INC.



# *A Quick Start Guide to* **LEASING**

Overview of the Canon Financial Services, Inc. Leasing Process

# About Canon Financial Services, Inc.

Over the past 30 years, our focus on providing superior support and service has helped Canon Financial Services, Inc. (CFS) develop into a leading financing source for Canon Authorized Dealers and Resellers in the US.

As part of the Canon family, we share a common vision with our parent company Canon, Inc. (NYSE:CAJ), a leader in digital imaging solutions, to take a forward looking position and expand Canon's presence in the network video surveillance market.

We are committed to offering our customers innovative lease financing solutions and to provide:

***... Best-in Class service to help Canon companies  
sell more products and services!***

## DISCOVER THE BENEFITS OF FINANCING

Successful companies all have one thing in common... knowing how to effectively manage cash flow. Leasing with Canon Financial Services, Inc. helps you acquire the security systems solutions and products your customers need at an affordable monthly payment — *so you can use your cash for other business opportunities.*

We work with you to understand your unique financing needs and look to develop programs that help meet your goals.

# Reseller Benefits

CFS supports security systems resellers with efficient processes, competitive pricing, and special promotions and programs designed to sell products and services.



Security systems resellers rely on a team of highly trained and knowledgeable account representatives. You always have someone to support you and handle each of your transactions from start to finish... giving you the attention you deserve.

## Customer Benefits:

What's in it for your customer? Your customer benefits from leasing with Canon Financial in a variety of ways:

- *Obtain needed security systems*
- *Enjoy affordable monthly payments*
- *Add-on and upgrade technology easily*
- *Maintain working capital*

We work closely with your customers to give them fast, flexible lease financing and personalized service needed to secure more business.

# Lease Process

Leasing is a popular financing option that security resellers use to help their customers acquire more equipment and increase repeat business.

CFS gives your customers a convenient method to overcome budget limitations, obtain 100% financing, and complete simple lease documentation.

From our 1- page lease application, plain language lease agreements, and fast approval times, to a dedicated support person ready to answer all your questions, you will find the CFS process simple and quick.



## The CFS Lease Process:

- 1. Reseller presents lease payment options to customer***
- 2. Customer completes lease application and reseller sends to CFS***
- 3. CFS reviews application and customer's credit profile***
- 4. Lease agreement is completed and sent to customer for signature***
- 5. CFS funds reseller and/or distributor after installation and customer acceptance***

We make it easy for your customers to get approved quickly so they can get the security equipment they need when they need it.

# Funding Process

The strength of CFS is working closely with security resellers to ensure you get funded on time, every time.



For most transactions, 100% of the invoice is paid upon completion of the system installation and acceptance of the lease agreement. For larger security system installations, you may take advantage of Progress Payments.

Once the customer signs the appropriate lease documentation and we receive notice the security system is installed and the client has accepted, CFS sends payment to your company's bank account.

We offer direct deposit and check payment methods that provide quick funding of your invoices so you get paid without delay.

Canon Financial Services funds millions of dollars each year to its Canon Authorized dealers and resellers, so you can rest assured that your business is in safe hands with CFS.

# Portfolio Management

Your customer portfolio is the lifeblood of your business and you need an easy online platform to properly manage it.

## **The CFS Dealer Portal**

The CFS Dealer Portal provides a secure and convenient web platform for you to:

- *Submit credit lease applications online 24 / 7*
- *Retain more customers by knowing when each lease ends*
- *Obtain detailed customer account information*
- *Increase control over your leasing transactions*
- *and much more*

## **The CFS Customer Portal**

We believe that a knowledgeable customer is the best customer you can have. As a free, value-added service, we offer an online web portal that empowers your customers to take charge of their CFS accounts.

Your customers can access their Canon lease account information, view invoices, make online payments, and more 24 hours a day / 7 days a week.

Customers can self-register on the portal or request access to it by contacting our customer service at (800) 220-0330 or Email: [Customer@CFS.Canon.com](mailto:Customer@CFS.Canon.com).

## Sales Support

Success means more than simply closing that next transaction. It's about having resources and partners you can count on to increase repeat sales to customers and develop long-term profitability.



In our business relationship, CFS provides security resellers with print and digital assets, training materials and additional marketing support designed to help you achieve your goals.

Working with CFS, security systems resellers get access to powerful leasing products and personalized service you can expect from a dedicated lease financing partner.

## Getting Started

Sometimes, all it takes to get started is for someone to point you in the right direction. Our experienced staff is here to provide you with the highest level of service and support you expect. Email: [Leasing@CFS.Canon.com](mailto:Leasing@CFS.Canon.com) for more information.

**Contact us toll free at:**

**[ 800- 220-8880 ]**



CANON FINANCIAL SERVICES, INC.

# Contact Us

Canon Financial Services, Inc. (CFS) is a wholly owned subsidiary of Canon U.S.A., Inc. Our headquarters is located in Mt. Laurel, New Jersey.

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