10,000 POS Units for a Payments Technology Provider

Econocom helped a global technology partner specialising in complex, integrated payment solutions, secure 10,000 POS units without placing unnecessary pressure on its cash flow through an upfront capital expenditure.

10,000 POS units	**£950k** project value	**18 month** lease term

The Challenge

A leading payments technology provider needed to secure 10,000 POS units from its US-based supplier.

The equipment needed to be purchased in advance because the particular model was due to be discontinued. To secure the POS equipment before the model was discontinued, the customer faced a firm payment deadline, with the first payment required in May, while the equipment would not be shipped and delivered to the UK until November.

This created a number of challenges. The customer needed to secure the equipment ahead of delivery, work with a US-based supplier invoicing in US dollars, and manage the significant upfront cost without putting unnecessary pressure on its cash flow.

The Econocom Solution

The Solution: Econocom structured an 18-month lease with staged payments to support the customer's procurement timeline.

Rather than requiring the customer to fund the full purchase upfront, Econocom was able to make the initial payment and structure the remaining payments around the equipment's delivery timeline.

The final payment was made once the equipment had been shipped and delivered to the UK, at which point the equipment moved into the lease.

Why Econocom?

This was a complex transaction that required flexibility beyond a standard technology finance arrangement.

INTERNATIONAL SUPPLIER SUPPORT

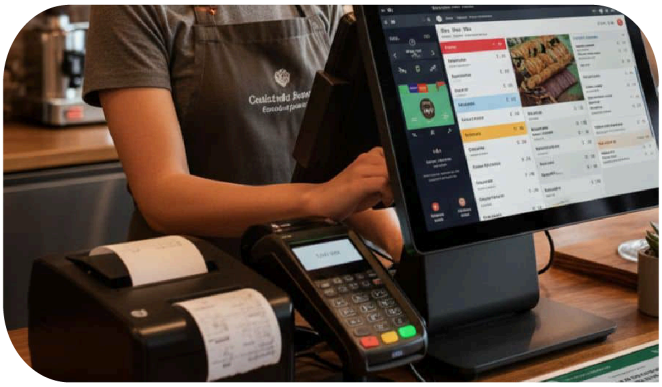
The supplier was based in the US and invoiced in US dollars. Econocom was able to structure the transaction despite the international supplier arrangement, providing a solution that accommodated the customer's procurement requirements.

STAGED PAYMENTS

Payments were structured over approximately six months, allowing the customer to secure the equipment without committing the full purchase cost while it remained overseas.

FLEXIBLE FINANCING

The resulting 18-month lease provided a structured way for the customer to spread the cost of a significant technology investment.



FUNDING PRE-DELIVERY

Econocom was able to support the customer from the point of purchase through to delivery, providing funding for equipment that would not arrive in the UK for several months.

Secure **10,000 POS units** ahead of delivery

Work with an **international supplier** billing in US dollars

Avoid **funding the full equipment** purchase from its own cash flow

Spread payments around the **equipment's delivery timeline**

Transition the equipment into an **18-month lease**

Have a financing partner capable of supporting a more **complex, international procurement** requirement