

DataSolutions' Technology Finance Offering

DS Capital is a DataSolutions service that enables Partners to offer a range of financial options to their customers in order to facilitate deals without budgetary constraints.



Frequently Asked Questions (FAQ)

Q. What can be financed?

A. Software/hardware/support & maintenance/managed services.

Q. Is it tied to specific technology?

A. No, the solution is completely agnostic.

Q. Does finance change the terms of the EULA/Enterprise agreement or SaaS service terms?

A. No, the finance agreement is separate and is only a means for the client to pay-over-time.

Q. What is the minimum term?

A. 1 to 5 options are available. The most popular term is 3 years.

Q. What repayment frequencies are available?

A. Monthly/Quarterly/Annually (in advance).

Q. Is there a deferred payment option?

A. Yes, but will depend on the risk profile of the end-user client.

Q. What is the typical interest rate?

A. Rates can range from 3% - 6% per annum. The length of term and customer credit score will be factored.

Q. Is the rate variable?

A. No, the rate is fixed for the term.

Q. Can technology be added/upgraded during the term?

A. Yes, depending on how long into the agreement – either added or a new agreement raised.

Q. How quickly can credit be confirmed and documents raised?

A. Credit can be confirmed within 24/48hrs and documents raised the same day.

Q. How quick is channel payment?

A. Payment to the supplier is within 2/3 working days.