



PMFA

VENDOR FINANCE SOLUTIONS

Customised Equipment Finance



MAXIMUM CONTROL – MAXIMUM PROFITABILITY



WHO IS PMFA?

PMFA PTY LTD IS ONE OF THE FEW TRULY RENTAL COMPANIES IN AUSTRALIA.

PMFA is an independent privately owned Australian company which was formed to provide a niche in the vendor finance market where a holistic approach has been achieved for the customer and the vendor alike. PMFA is a financier in its own right and is **NOT A BROKER**. So your rental portfolio is owned by you and is protected.

We specialise in providing:

1. B2B Equipment Rentals
2. Usage Based Management Rentals
3. Managed Services Plans

We are one of the first financiers to offer a fully computerised billing, reporting and collections portal which provides LIVE contract status information in detail on your customer's agreements.

The portal provides improved efficiencies and identifies future upgrade opportunities. With online calculators and future deal generators, it delivers a business tool to help you and your sales team maximise profits within your customer base. PMFA attends to all the collections and missed payment follow ups. This means better cash flows and lower costs to you.

PMFA works as a true business partner. Our experienced team provides comprehensive training to your staff to ensure accurate document execution which results in fast trouble free settlements.

WHAT IS OUR VENDOR PROGRAM?

PMFA has designed our Vendor Program to ensure you have full control over your rental portfolio. Your customers are protected in contract with PMFA. This ensures security of all information and binds PMFA to a code of integrity to protect your business now and in the future. PMFA has simple "one document applications" which double as the agreement. So it's easy to complete the transaction in a single visit. PMFA have a flexible lending criteria. Rather than just a "tick the box" method PMFA takes the extra step to understand your customer's situation. As it's our funds we make the call on approvals. So you are dealing with the financier directly and not just an intermediary.

Our dedicated team are at your disposal to ask those direct finance questions if required, without your sales team having to become involved in this sometimes sensitive area. This protects the sales relationship and provides for a good customer experience and better outcomes.

CUSTOMISED RENTAL AGREEMENT OPTIONS

RENTAL OF GENERAL BUSINESS TO BUSINESS EQUIPMENT

PMFA provides rentals and financial services to many industries. So regardless of your product PMFA can provide a Rental Solution to suit you and your customer.

Industries:

- Photocopiers/faxes/scanners
- Software
- Security Systems
- Printing Equipment
- Mining Equipment
- Manufacturing Machinery
- Computers
- Telecommunications
- Medical and Dental Equipment
- Point of Sales Systems
- Catering Equipment
- Compressors
- Generators
- And Many More

Our rates are competitive. Our focus is about boosting your sales and maximising profits with easy one page variation documents. So you don't have to wait until the end of term to offer new solutions. Preferential payouts are offered only to you. Your portfolio is safe.

BACK OFFICE TOOLS

The PMFA portal provides Reporting Dashboards online with LIVE information detailing payouts and generates email alerts advising within term opportunities, as well as advanced end of term notifications. Report Criteria Builder puts you in charge of your information. Calculators for deal construction enable your sales team to accurately structure deals and eliminate margin reducing errors.

We also can provide a complete back office CRM system. The Customer Knowledge Centre (CKC) is a patented business tool which not only provides you with a customer records resource but lets you know the customers which are not being communicated with according to configurable parameters. These "Delinquent Accounts" are identified to ensure your sales staff don't let potential opportunities fall through the cracks. This unique tool will help you build your business by monitoring sales activity and providing easy to use tools for your sales team to generate growth.



Ask us today about our guarantee requirements for deals, you will find we are a little different to other finance companies.

WHY CHOOSE A PMFA RENTAL?

A PMFA RENTAL FACILITY GIVES YOUR CUSTOMERS:



- ✓ Easy sign up and fast approval
- ✓ Competitive rates
- ✓ Flexible approval criteria
- ✓ Easy upgrade or variation path
- ✓ Preserved Capital
- ✓ Full tax deductibility
- ✓ Off Balance Sheet transaction
- ✓ Separate line of credit to existing credit facilities

OUR COMMITMENT TO YOU

PMFA offers you a Dealer Agreement which is the platform for our trusting business relationship. PMFA makes the following commitment to you the Dealer:

- Fast Approvals – average 2-5 hours
- Professional and courteous treatment of your customers at all times
- Security of your rental portfolio
- Preferential payouts for you only
- Equipment ownership at end of term
- First right to acquire equipment in default
- Business tools including web portal and CKC
- Comprehensive training



Contact PMFA today: admin@pmfa.com.au or call direct 1300 191 923



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