

FREQUENTLY ASKED QUESTIONS

What is Polycom Capital?

Polycom Capital is your strategic resource to grow sales and market share—providing easy, flexible, and collaborative financing focused on creating optimal solutions to meet your customers' business needs.

What financial services does Polycom Capital offer?

Polycom Capital uniquely provides total financing solutions tailored for your customers' specific requirements. There are two basic financing options that can be further customized:

1. Capital lease: A loan type product that passes ownership at the end of term.
2. Operating lease: A rental type structure that gives your customers the lowest payment.

Why should I present a financing option with every proposal?

Our competitors offer financing. Polycom provides competitively priced financing solutions so you can increase sales, retain customers, and close deals faster by helping to overcome many financial objections.

How does financing benefit my customers?

Your customer's existing credit lines remain intact generating increased buying power. Capital is not tied up in fixed assets, which means better balance sheet ratios. Fixed payments enhance easier cash flow forecasting.

What payment terms are available?

Financing terms range from 12 to 60 months. Terms can be tailored to fit the needs of your customer. Specialized terms such as no payments for 90 days, quarterly payments, and step payments are also available. In addition, your customers always have state-of-the-art equipment available during the term through add-ons or trade ups.

What can be financed?

The entire Polycom solution including hardware, software, services, training, installation, maintenance, AND non-Polycom products can be financed through Polycom Capital.

Does financing interfere with how a partner orders product?

No. A partner orders product in the same manner they do today. The only difference is that the partner invoices Polycom Capital and notes the end customer on the invoice.

How long is the financing process?

The process generally takes less than 72 hours from the time Polycom Capital receives a bill of materials (BOM), customer details, and request for a quote to the purchase order, but may differ depending on country and availability of customer information.

Where can I get more details or obtain a financing quote?

You can visit us at:
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