



# RIGBYCapital

A Better Way to Fund IT

## How we can help your customers invest in their technology



Increasingly, the right technology strategy and the associated commercial and economic terms can result in the success or failure of a business or a project.

At Rigby Capital, we work differently by providing the right financial solutions to support the long-term IT strategy of your customers.

Our partnership approach with vendors and partners means we can create bespoke financing solutions based on individual customer needs. This takes into account the business strategy, cashflow, working capital, technology requirements and other factors unique to every customer.

There is little we cannot fund when it comes to IT deployment-related costs, including hardware, software and all delivered services, including installation, configuration and data transfer, for example.

### Our solutions



#### Device as a Service

We specialise in asset-inclusive service payment, which can be structured from 12 to 72 months, and can include Device, Infrastructure, Print and/or Mobile 'as a Service'. Our priority is to structure the right deal for your customer based on usage over ownership, quality and service level. By moving away from a traditional balance sheet valuation, we can unlock greater capacity and flexibility within their existing IT budgets.



#### Flexstart

A project roll-out facility with a lease or cash option, which captures and manages spend throughout the implementation period, providing a procurement agency facility for end customers with consolidated monthly reporting. Interim interest is charged on outstanding balance. Our prompt payment processing for partners assists with company cashflow and related commission levels.



#### IT Leasing

If you prefer standard IT leasing services, these can also be provided across hardware, software and services, which converts capital expenditure to ease cashflow. It provides an additional credit capacity without affecting credit lines, with no secondary security required. As with the 'as-a-service' solutions, it eliminates disposal concerns at end of life.



#### Software Financing

Two different models can be tailored to your individual customer need. An 'as-a-service' software aligned subscription model, which delivers a flexible proposition that allows for additional users and assumes end user credit risk. Where that is not appropriate, we can also provide a traditional format offering perpetual capability for a specific transaction.



#### Asset Management as a Service

Designed to help our customers manage the economic life of their IT estates more efficiently, through our new online 'always on access' offering asset-level reporting, discovery tracking, lease or end of useful life management (or even the balance in-between), regardless of brand or original supplier — on a 'price per asset' per month basis.

## What makes Rigby Capital unique?

Unlike traditional IT lessors constrained by conventional lending methods or internal policies, Rigby Capital was specifically established to bring a new, consultative approach to the technology financing market and to partner with vendors to address their customers' problems.

We pride ourselves on our unique, commercially-oriented approach, which is largely due to our:



### Stable parentage

Member of the Rigby Group of companies, established in 1975 with a strong financial track record.



### Transparency of process and documentation

Simple pricing and commercial structures makes it easier and quicker for end customers to evaluate the options and make a more informed, long term commitment decision. For our partners, we reconcile paperwork into clear, concise bundles and provide advance expiry notice to aid account management.



### Efficient economics

'Master rental agreements' or 'schedules' are facility, admin and arrangement fee free and transactions are based on individual customer requirements, usage, deployment and end of term capabilities. Prompt payments benefit partners through improved cashflow and we help address common revenue recognition issues.



### Long term intent

Our partnership approach as a trusted adviser builds long customer relationships that transcend single transactions.



### Disposal support

We support the principle of efficient asset disposal at the end of its useful life. Removing disposal costs from the budget and planning process in advance can have a significant economic impact for the end customer.



### Neutrality

We are completely independent and can therefore finance an unrestricted choice of products and vendors.

## About us

Recognising that the IT market is in transition — not least in terms of how businesses consume their IT services — Rigby Capital was established in 2015 to help our partners (including vendors and service providers) to specialise in supporting the economic impact of **consumption-based technology service solutions** to their customers, alongside traditional IT financing solutions.

With an experienced team at the helm and backed by one of the UK's most trusted family-owned public-limited companies, Rigby Capital prides itself on being **commercially oriented, transparent and unique in its approach** by helping address the challenges of our partners in answering the problem of their customers.

The team at Rigby Capital specialises in asset inclusive services payment structures and software aligned subscription models with an emphasis on supplying benefits to the seller by addressing their cashflow and revenue recognition conflicts.

In the relatively short time since its inception, customer demand has validated the increasing requirement for this new approach to technology financing, and we have already built up a wide portfolio of customers across all industries and are working with a **growing number of business partners** — with plans for expansion into Europe.

enquiries@rigbycapital.com | rigbycapital.com