

IBM working capital solutions for Distributors

IBM Financing is focused on giving qualified IBM Distributors the power to grow their business and win in a demanding marketplace.

That's why we offer an extensive range of flexible commercial financing solutions. Each solution is designed to provide the financial leverage you need when you sell IBM products, so you can meet your short-and long-term growth and cashflow goals.

Take advantage of your working capital and grow your business. Improve cash flow with inventory and accounts receivables financing for IBM Distributors.

For more information

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What's in it for you?

IBM working capital financing solutions can help IBM Distributors

- Increase credit capacity
- Enhance financial flexibility
- Mitigate risk
- Strengthen reseller loyalty



Key offerings

Inventory financing –

- Inventory financing allows your inventory to be optimized and readily available for resale to clients.
- It reduces pressure to pay based on standard terms and provides credit line flexibility for large orders and seasonal demands.

Accounts receivable financing –

- Accounts receivable financing provides continued access to working capital after product sale — with closer alignment to your cash conversion cycle.
- This type of financing provides financial flexibility to accelerate business growth and effectively manage cash flow demands.