



# FINANCING STEP-BY-STEP

## MISSION

The GreatAmerica team is here to make the deal process as seamless as possible for you and your customers.

## BRING THE TEAM IN:

For hands on deal making, please reach out to

### 1

#### END USER ACCEPTANCE

- Customer commits to the payment plan
  - *If applicable:* Confirm subsidy (if discounts were negotiated)
- GreatAmerica begins credit process
  - **Need:** End user legal business name, address, and phone number

### 2

#### CREDIT DECISION & DOCUMENTATION

- Credit decision issued to the sales rep at your company
- Optional: Provide sample documentation for end user review
- Document signing
  - **Need:** Contact information for the signer
  - Executable documents sent by GreatAmerica via DocuSign

### 3

#### VERIFICATION & FUNDING

- GreatAmerica issues PO to the channel partner; this gives them the green light to place the order. You will receive the PO as normal.
  - *GreatAmerica does not require a PO from the end user*
- Upon product delivery, channel partner invoices GreatAmerica
- GreatAmerica verifies delivery of products with the end user
- GreatAmerica pays the channel partner the total contract value

### 4

#### CELEBRATE YOUR WIN!

- Payment plan commences and GreatAmerica will begin billing to the end user