

MobyQuote Benefits

Lender Benefits

- ✓ Fewer financial staff required because the equipment salesman can do the deal unaided.
- ✓ Attract more equipment vendors because of the many advantages of MobyQuote to vendors, as shown below.

Vendor Partner Benefits

- ✓ The equipment vendor sees their own company name and branding on the system not their finance partner's.
- ✓ The finance schemes offered to end customers are always the latest and constrained around the vendor finance program minimizing the possibility of mistakes such as over subsidizing equipment.
- ✓ The equipment vendor can rapidly deploy promotions and change subsidies on specific equipment because the finance schemes can be changed instantly over the air: For example a slow moving product could be changed from an unsubsidized scheme to subsidized.
- ✓ The system allows you to text message the sales people with the latest deals, creating an instant awareness of new promotions or changes.

Dealer Benefits

- ✓ Moby Quote delivers finance for the non-financial equipment sales person.
- ✓ The mobile phone interface provides the ability to unobtrusively quote for equipment finance during normal conversation without the need to boot up a PC or fill in a form.
- ✓ Dealer sales people can confidently demonstrate affordability. What does this mean? The system is so flexible that the salesman will be able to offer a payment profile that can support the business case for buying the equipment.
- ✓ Dealer sales people can sell the payment, not the rate.
- ✓ The sales person sees the commission that they will earn on the deal whilst quoting.