



**The Anixter Difference**

Cash is the lifeblood of your business. Cash flow and access to capital are two areas that every organization must actively manage in order to be successful and grow. Anixter understands how challenging it is to be successful in today’s economy. We are committed to assisting our customers by offering an array of financial services, allowing them to leverage Anixter’s financial strengths and manage cash needs effectively.

Anixter has more than 50 financial service representatives in North America. We will work with you to implement programs enabling you to delay asset ownership, manage working capital and optimize cash flow.



**Business Drivers**

All businesses have the need to:

- Increase cash flow and reduce working capital
- Improve liquidity
- Quickly scale capital to business needs
- Supplement borrowing capacity
- Postpone ownership of assets
- Increase opportunities to secure sales.

Anixter’s financial services can help you fulfill your business’ financial needs through programs and services. Our financial services include:

- Leasing solutions: Qualified customers can opt to pay over-time for products
- Electronic payments: For your convenience, payments can be made electronically rather than through traditional mail or lockbox methods
- Credit card payments: Anixter can accept an array of corporate charge cards and purchasing cards in order to meet your project purchasing requirements
- Consolidated, Electronic Data Interchange (EDI) and Web billing: Anixter can accommodate all types of billing and purchasing order requirements including traditional and electronic
- New customer credit line accommodations: Aggressive credit limits can be established for qualified new customers
- Proof of deliveries: Verification when deliveries are made and signed for
- Project accounts: Construction-related jobs where Anixter material ships to a job site and is protected by lien/bond rights
- e-Rate financing: Anixter participates in education programs funded by various states’ e-Rate programs
- eAnixter: Increase efficiencies through Anixter’s customized on-line account management system
- Custom reporting: Anixter can work with you to provide reports based on your specific requirements
- Test equipment financing: This program offers 24- and 36-month capital leases on a full range of test equipment
- Tax exempt financing: Utilized in the public sector to finance entities such as public schools, municipalities, libraries, etc.

## Financial Services Case Study

A contractor who had been in business less than two years was securing business based on its growing reputation of being a high quality, value-added business partner. They soon realized that they did not have the financial means to fund their growth. This inability to procure products on credit was affecting cash flow and limiting their ability to take on new work and secure future business. An Anixter financial services manager met with the principals of this organization and together they created a variety of flexible financing programs to assist this customer in funding the growth.

**Flexible credit line:** Anixter created a plan that enabled the customer to use a generous credit line employing a variety of flexible financing arrangements. These arrangements included escrow accounts, direct customer purchase orders and other collateral tools.

**Project financing:** This customer had relationships with various general contractors and acted as a subcontractor on a growing number of jobs. Various project accounts were established and secured via the general contractors bond. Joint checks were also used.

**Inventory financing:** While the customer was winning larger project-based business, it was also building a daily move, add and change (MAC) business and needed an inventory of items to complete this work while not adversely affecting its service levels. Anixter established a consigned inventory program for key items and placed this inventory on the customer site. This enabled the customer to postpone the ownership of these items by billing and collecting funds from its customers, thus minimizing its order-to-bill cycle.

**eAnixter:** While its business was growing, the contractor's staff needed to optimize its time so it could focus on revenue producing activities. To assist, the customer used eAnixter to confirm orders, receive shipment notification, track proof-of-delivery, check available inventory and print invoices.

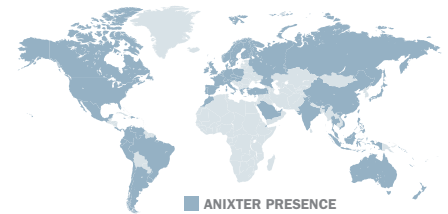
This contractor was able to grow into a multimillion dollar business in a short period of time. They now view Anixter as a strategic partner that assisted them in optimizing cash flow, minimizing costs and maximizing profitability.

### Anixter Association and Committee Memberships

- Telecommunications Industry Association (TIA)
- International Organization for Standardization (ISO)
- Institute of Electrical & Electronics Engineers (IEEE)
- ONVIF
- Building Industry Consulting Services International (BICSI)
- Security Industry Association (SIA)
- Control Systems Integrators Association (CSIA)

### Technical Certifications

- ASIS CPP (Certified Protection Professional)
- More than 90 Registered BICSI RCDDs
- PSPs (Physical Security Professional Certification)
- CCNAs (Cisco Certified Network Associate)



### Corporate Snapshot



**About Anixter:** [anixter.com/aboutus](http://anixter.com/aboutus)  
**Legal Statement:** [anixter.com/legalstatement](http://anixter.com/legalstatement)

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