Unlock new revenue streams

with a trusted lifecycle partner

Why partner with CHG-MERIDIAN?

Today's customers expect more than hardware procurement. They need flexible financing, sustainable IT strategies and efficient lifecycle management to maximize the value of their technology investments.

By partnering with CHG-MERIDIAN, you can offer complete lifecycle solutions that help customers optimize costs, improve sustainability and stay technologically up to date - from acquisition and financing to refresh and responsible reuse.

Lifecycle financing helps partners win, grow and retain

Predictable monthly payments create more routes to commercial value.
Lifecycle financing gives partners more ways to meet changing customer needs while creating opportunities for growth beyond the initial transaction. By making technology easier to access and refresh, partners can remove budget barriers, increase the scope and frequency of customer investments, and stay connected throughout the technology lifecycle.

The result: more opportunities to win, more potential to grow each customer relationship, and more reasons for customers to come back.

01 WIN MORE

Lower the affordability barrier

Predictable monthly payments make technology easier to approve.

02 SELL MORE

Expand scope and frequency

Larger rollouts, shorter refresh cycles and bundled solutions.

03 RETAIN LONGER

Create recurring engagement

Hardware, software, accessories and partner services stay connected.

What do we offer?

TCO

CHG'S residual value (RV) investment lowers the total cost of ownership (TCO) for customers.

Build Phase

Useful for supporting longer rollouts or regular purchases.

tesma

Our in-house created asset management platform enables total transparency and accurate reporting on CHG leased assets including lease schedules.

Global presence

With operations in 32 countries, CHG-MERIDIAN delivers consistent, compliant tech management across borders helping multinationals scale faster and operate smarter.

End of Lease

We will collect, refurbish and remarket assets in line with the principles of the circular economy.

Data Erasure

Certified data erasure methodology aligned with industry standards for all data bearing devices.

Flexible financing by CHG

Flexible financing gives partners more ways to shape the right solution around each customer.

Different customers, projects and technology rollouts require different approaches. CHG provides financing structures that can adapt to how technology is purchased, deployed and used — from residual value-based leasing and DaaS to build phases, deferred payments and single up-front payments. This gives partners the flexibility to address different customer needs without being limited to a single financing model.

The result: fewer commercial barriers, greater flexibility in the sales process, and more ways to get the deal done.

What’s in it for you?

Turn financing into a commercial advantage.
Partnering with CHG-MERIDIAN gives you more ways to win and grow customer opportunities — combining your technology expertise and customer relationships with our financing and lifecycle capabilities.

Together, we make technology easier for customers to access, manage and refresh — creating more opportunities for your business along the way.

Reduce complexity without losing customer ownership

Clear roles let the partner focus on the solution while we manage the lifecycle layer.
The partner stays at the centre of the customer relationship, focusing on business needs, solution design and services. We take care of the financing and operational processes behind the scenes — from credit and invoicing to returns, end-of-lease and lifecycle reporting. This creates a clear division of responsibilities without adding complexity to the partner’s business.

The result: you keep ownership of the customer relationship, while we provide the infrastructure and expertise that make lifecycle financing work.

ROLE	PRIMARY RESPONSIBILITY	VALUE CREATED
CUSTOMER	Business needs · usage · outcomes	**Affordable, predictable access**
PARTNER	Customer relationship · solution design · services	**More time to advise and grow**
CHG-MERIDIAN	Financing & credit · ownership · supplier invoices · returns · end-of-lease · lifecycle reporting	**A managed administrative layer**

CHG

Benefit overview

One partnership. More ways to create value.
From expanding your offering and creating new revenue opportunities to strengthening customer relationships and supporting sustainability goals, CHG adds capabilities that complement your core business.

The result: more value for your customers — and more opportunities for you to grow.

Expand your offering

Differentiate yourself by offering financing, lifecycle management, asset recovery and sustainability services alongside your existing solutions.

New revenue opportunities

Create additional revenue streams through lifecycle services, technology refresh programs and financing solutions that complement your core business.

Customer value

Build stronger customer relationships through ongoing lifecycle engagement that increases loyalty and long-term retention.

Strategic growth

Help customers overcome budget constraints with flexible financing and consumption models, enabling projects that might otherwise be delayed or reduced.

Access global expertise

Leverage CHG-MERIDIAN's global presence, financing expertise and lifecycle management capabilities to support customers across multiple markets.

Sustainable transformation

Support customers' ESG goals through circular IT solutions, secure data erasure, refurbishment and responsible remarketing.

Customer benefits

Help your customers get more value from their technology investments.
Customers are under increasing pressure to balance technology needs with budget constraints, operational efficiency and sustainability targets. By adding CHG-MERIDIAN's financing and lifecycle capabilities to your offering, you can give customers greater flexibility in how they access, use and manage technology throughout its lifecycle.

- Preserve cash flow and optimize IT budgets
- Reduce total cost of ownership
- Simplify technology lifecycle management
- Achieve sustainability and ESG goals
- Stay secure and technologically up to date

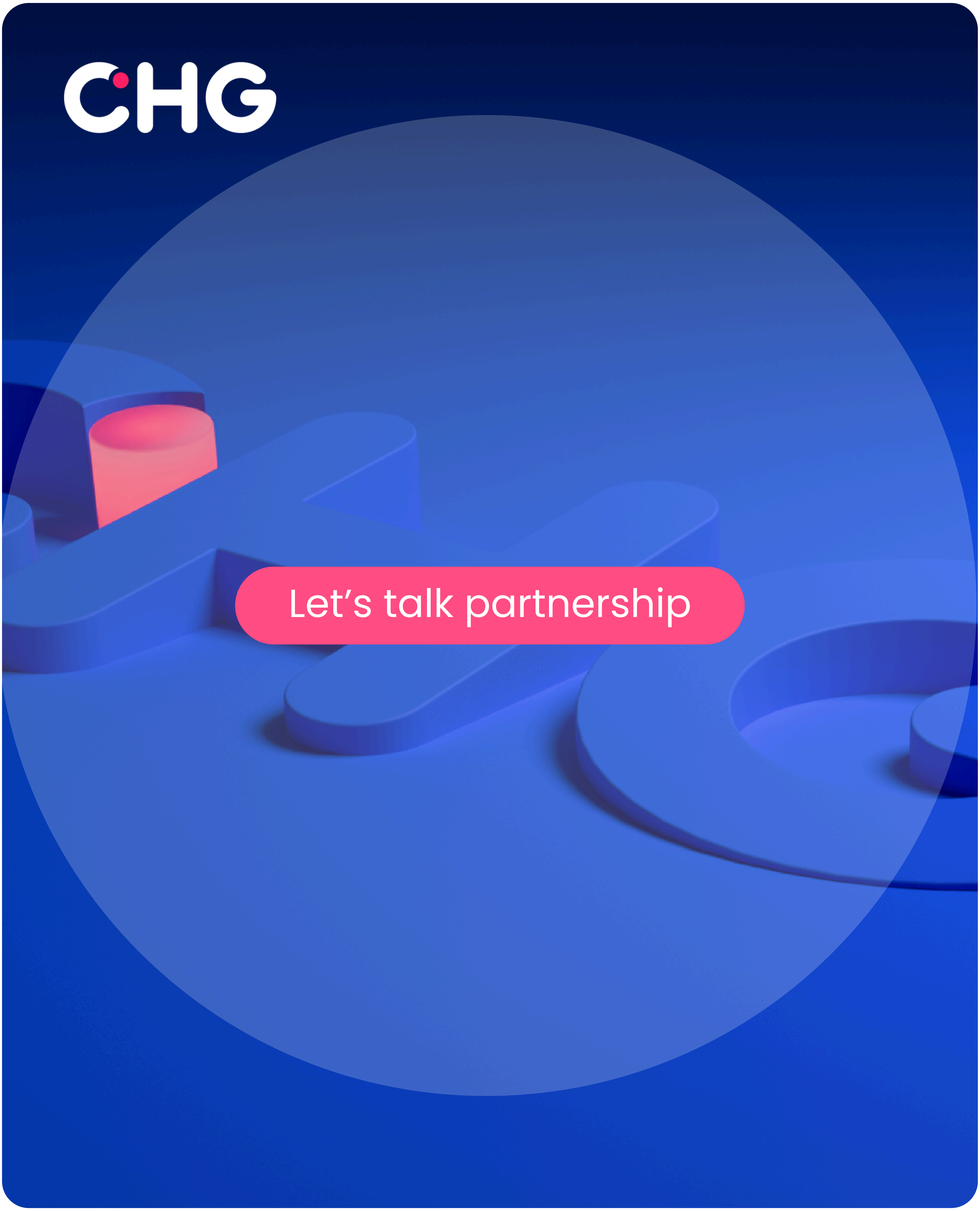
The result: a stronger customer proposition that combines technology, financial flexibility and lifecycle management — helping your customers achieve more from their IT investments.

How it works:

You sell technology
Hardware, software and services as part of your existing customer offering.

We provide financing and services
Flexible financing, asset management and circular IT solutions integrated into the deal.

Your customer gets a complete solution
A simplified technology lifecycle with financial flexibility, sustainability benefits and long-term value.



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