

Wells Fargo Equipment Finance

Enhance sales opportunities with a vendor financing program

Clients who do not have a reliable source of financing can be a barrier to closing a sale. A vendor financing program with Wells Fargo Equipment Finance can help. Wells Fargo Equipment Finance, a recognized leader in the vendor finance industry, provides a full range of products that enable equipment manufacturers, distributors, and resellers to enhance sales opportunities by including a financing option as part of your offer.



We offer vendor financing programs that allow you to choose the level of your company’s involvement and the degree of control you wish to maintain over your customers’ transactions.

Choice of programs

- Referral (direct or dealer)
- Full service private-label
- Captive funding solutions and portfolio acquisitions

Benefits of a customized vendor program

- Potential to increase equipment sales
- One-stop shopping for vendor customers
- Transfers credit risk and cost of servicing
- Revenue recognition and balance sheet enhancements
- Protects installed customer base (footprint)
- Potential referral fee income
- Progress payment funding

Industries served

- Construction
- Commercial and specialty vehicles
- Medical
- Manufacturing
- Technology
- Material handling
- Food processing
- Plastics/Packaging
- Marine
- Printing
- Energy

Our vendor financing specialists will work with you to design a program structure that supports your sales process, meets your accounting objectives, and offers transactions that match your customers’ cash flow, tax, and accounting needs.

Talk with us today.

Together we’ll go far

