



Vijfhart DBA-diensten B.V.
Nieuwegein, Netherlands
WWW.DBA.NL

Industry:

High-Technology

Annual Revenue:

N/A

Employees:

40

Oracle Products & Services:

Oracle Financing

“Oracle Financing enables us to offer customers the solutions they need now at a price they can afford, without incurring any financial risk ourselves.” – Arno Mastik, Account Manager, Vijfhart DBA-diensten B.V.



Oracle Certified Partner Vijfhart Offers Competitive, Comprehensive Financing Deals to Customers

Oracle Certified Partner Vijfhart DBA-diensten specializes in the implementation, deployment, and management of Oracle systems and hosts Oracle infrastructure and applications for more than 100 customers. The company's services, that are customized to each client's specific needs, enable organizations to build the IT infrastructure that meets their current and future needs while cutting cost of ownership.

Challenges

- Sell Oracle Database to a medium-sized e-business services provider for whom making a single, up-front payment would have a negative impact on cash flow
- Position Vijfhart as a value-added partner by offering both Oracle technology and an affordable financing solution tailored to the customer's needs in a single, flexible package
- Avoid the risk of the customer defaulting on payments

Solution

- Proposed Oracle Financing to the customer as an easy way to acquire Oracle Database and pay for it in installments rather than as a single, up-front capital outlay
- Explained how using Oracle Financing would preserve capital, reduce time to benefit, and increase the customer's overall return on investment
- Benefited from Oracle's simple credit processes and quick approvals to secure financing within one working day
- Enabled the customer to benefit from a more competitive interest rate than that charged by most financial institutions
- Structured the payment plan to suit the customer's business, spreading the cost over 8 payments in a 16-month period
- Simplified administration for the customer by bundling all project costs into a single bi-monthly invoice, payable to Oracle
- Eliminated risk of payment defaults while strengthening the relationship with the customer as a one-stop solution provider
- Incorporating Oracle Financing as part of Vijfhart's offering to small and medium sized organizations, providing them with an affordable means of financing both perpetual and term licenses
- Positioning Oracle Financing to smaller organizations as a way of gaining the benefits of tier-one technology earlier than they otherwise could, while retaining capital for business investment
- Growing client base by offering Oracle Financing deals to an increasing number of customers