



# FlexiPay+

Rent to Own solution to suit your business needs

## We're by your side as a strategic partner, not just a product supplier.

FlexiPay+ is a rent to own solution for you to turn your business' capital expenses into operating expenses for a customised solution. It allows you to access the equipment you need now without the high initial setup costs as well as unlock access to industry leading value added services.

Most businesses are looking for ways to conserve cash, maximise efficiencies and boost productivity in order to survive and thrive in the economic environment. Our solutions are developed to solve the challenges that customers in the maintenance, repair, overhaul and production supply environments face on a frequent basis. Although there is a broad consensus of challenges within industry environments each business and facility is totally unique.

### Enabling you to focus on what matters

Our Value Added Service specialists work with you to identify and select solutions around your specific challenges.



#### REDUCE EQUIPMENT COSTS

by reducing your capital expenditure for new equipment.



#### ACCESS THE LATEST TECHNOLOGY

from leading brands without the depreciation costs.



#### SCALE UP FASTER

Accelerate growth through the ability to scale through operating expenses.



#### TECHNICAL SUPPORT & TRAINING

think of our technical experts as part of your team.



#### DEDICATED ACCOUNT MANAGER

support from our Internal & Field Sales Team.



#### LARGE PRODUCT RANGE

We can supply a wide range of products that are suitable for the varied & complex challenges facing your business.

## Supporting you with challenges in your business

FlexiPay can help with some common challenges experienced in your business, including:

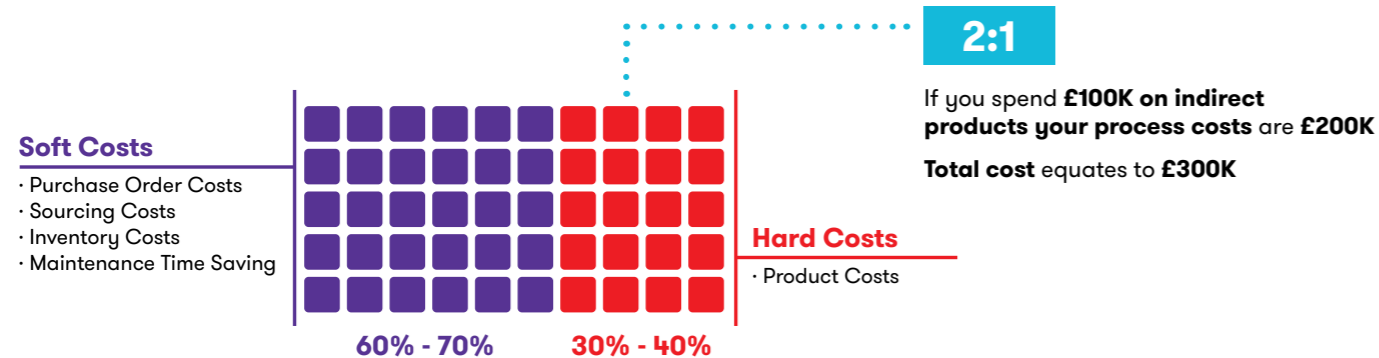
- Limited access to capital to scale your business quickly
- Lack of equipment limiting your reach to customer
- Cost savings on projects
- Finding the right product to support your needs and applications
- Quality assurance across the sites/company
- Flexibility of building a custom product kit solution from multiple market-leading brands
- Consolidation and Convenience for customers in managing equipment
- Quick Scaling up and compliance risk
- Energy and social governance/ethical sourcing

### Reducing the Total Cost of Ownership

The soft costs around procurement having been found to amount to double that of the actual product cost there is a need for Procurement professionals to consider the Total Cost of Ownership of a part versus just the product cost alone.

The soft to hard cost spend ratio of 2:1 is made up from costs around inefficient procure to pay processes alongside on-costs associated with sourcing, inventory and asset reliability.

#### Soft vs Hard Costs - TCO Lens

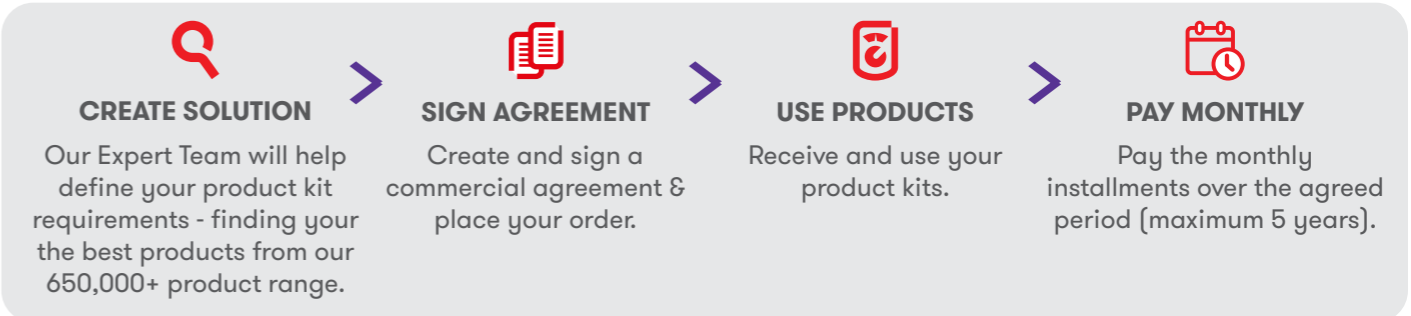


### Spread your cost over up to 5 years

RS helps you stay in control of your spend & reduce your purchase to pay costs with our invoicing and payment options. FlexiPay provides a cost effective solution to conduct energy audits and efficiency improvements in your business.

## Your partner providing tailored solutions

Our FlexiPay+ solution gives you access to a wide range of products and our solutions, tailored to your individual business needs.



### We consult all the relevant stakeholders in your business

#### Decision Makers

To uncover how we can improve the ease of doing business and reduce total cost of ownership.

- Business Leaders
- Procurement Leaders
- Engineering Leaders
- Services Leaders

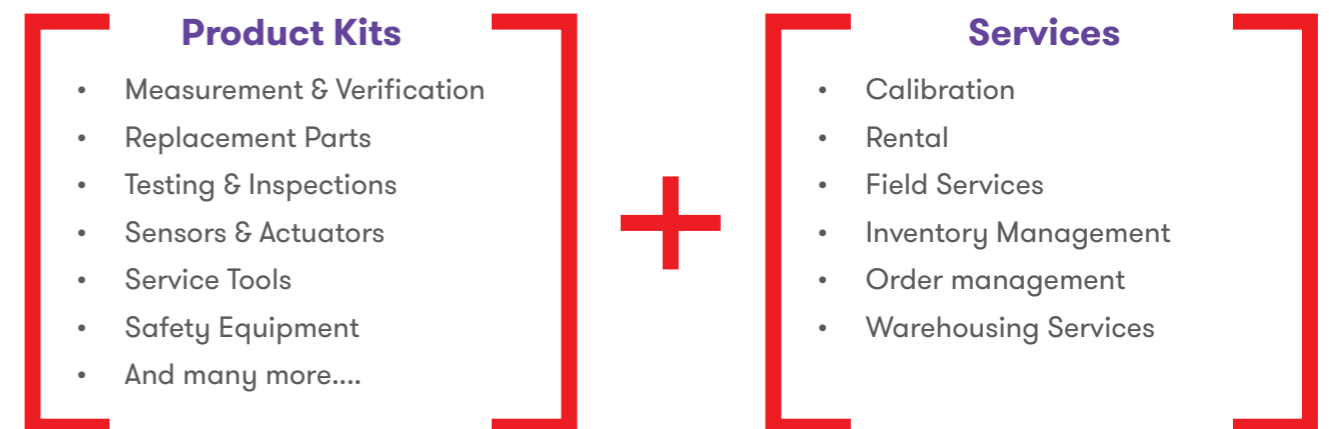
#### End Users

To learn how we can improve availability, responsiveness and provide technical support.

- Engineering & Projects Team
- Field Service Team
- Facility Management team
- QA/QC Teams
- Inspection & Testing Team

### Access our unmatched range of solutions

We stock more than 650,000 industrial and electronic products, sourced from over 2,500 leading suppliers and provide a wide range of value-added solutions.



#### Industry Experience

With years of experience supporting essential industries such as mining, facilities maintenance, manufacturing, transport, utilities and more, we can support you with the innovative product solutions from market leading brands for the harsh environments unique to your industry.

#### Over 2,500 Leading Brands

Kits are made of products from our network of global suppliers that are leaders in technology innovations.



# Get started with FlexiPay+

## Contact us to request a consultation

Request a consultation with our team today to see if this solution is relevant to your business.

Service available for qualified customers only.  
Selection criteria applies.

### Malaysia

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