



# Energy Efficient Financing

Graybar Financial Services®

  
**GraybaR.**  
works to your advantage

# Why Offer Financing



## ACCORDING TO THE EPA,

one of the main reasons that Energy Efficient (EE) projects do not move forward is because of "Lack of Money" or budgetary concerns. These fiscal hurdles make it essential to offer a financing option to the decision maker at the beginning of the proposal process.

An energy-efficient lease from Graybar Financial Services® (GFS) can help finance everything from lighting retrofits and building controls to HVAC systems and solar projects. Whether you are looking to overcome budget constraints, conserve working capital or create positive cash flow, GFS is here to help.

## WHY ARE FINANCING OPTIONS NOT INCLUDED IN THE EE PROPOSAL?

The answer is often due to the lack of understanding financial products and options. So this makes it important to work with a financing expert before speaking with the decision maker.

With decades of experience a GFS financing expert can help you understand the types of third party financing products and options that are available for EE projects and how to address the decision makers with correct terminology.



# How Can Financing Help



## Speak with the Decision Maker

A financial proposal can help you get in the door and in front of the ultimate decision maker. We have the tools you need to help speed up the sales cycle and increase your odds of moving forward with a project.



## Overcome Budget Constraints

"It's not in budget." Don't let this phrase be the reason why your project does not move forward. We can provide monthly payments over an extended term to work within budgets of any size.



## Manage Cash Flow

When customers do the math, it's a no brainer. We can structure monthly lease payments to be less than the energy savings – providing positive cash flow from day one!

# Generate Cash Flow Every Month

When customers do the math, it's a no brainer... energy projects just make dollars and sense! Imagine getting paid to lower energy costs, increase safety in the workplace and improve employee performance all while making a positive environmental impact. Graybar Financial Services can make it possible by offering a monthly payment that is less than your energy cost savings. This will yield positive cash flow to your bottom line from day one!

## NEED AN EXAMPLE?



## CASE STUDY

**"I love the fact that not only am I saving a lot of money, but I also have much better lighting at the station. Graybar made it so easy; I want them to help with my other businesses as well."**

- George Johnston  
Sherwood Shell Station Owner



BEFORE



AFTER

Read more visit, [gbe.me/shell-station](http://gbe.me/shell-station)

## GFS Tools



### Proposal Generator

Create a customized finance proposal to help illustrate how your Energy Efficiency project, Data and Computer Network equipment, Unified Communication project, or Tool and Test equipment can be paid for with a low monthly payment.

### Quick Quote App

The GFS Quick Quote App will give you the ability to calculate an estimated monthly finance payment right from your mobile device.

### Request a Quote

Please call a Graybar Financial Services Representative at (800) 241-7408 or email us at: [graybarfinancial@graybar.com](mailto:graybarfinancial@graybar.com).

# We work to your advantage.

Graybar, a Fortune 500 corporation and one of the largest employee-owned companies in North America, is a leader in the distribution of high quality electrical, communications and networking products, and specializes in related supply chain management and logistics services.

Graybar has the power and stability of a big company and the integrity and drive of an employee-owned business. Graybar is ISO 9001:2008 Registered.

Discover how  
Graybar can work to  
your advantage.

Graybar  
**Financial Services**<sup>®</sup>  
*Financing, Simplified*

With more than 25 years of project and equipment finance experience, our focus is to make sure the financing process is seamless for our contractors, equipment resellers, and end users. Our expert service, low pricing, wide range of products and simplified process sets GFS apart from a local bank or other equipment finance companies.

  
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