

# SMARTFLEX™ FINANCING PROGRAM

Advanced Energy (AE) has teamed up with financial partners to provide flexible financial acquisition solutions. The SmartFlex™ Financing program provides access to the latest technology from AE while conserving your working capital.

## Maximize Business Potential and Minimize Financial Impact

Streamline your processes by taking advantage of the newest AE products and start benefiting from increased efficiency, productivity, and reliability today. By diverting existing maintenance budgets towards a new equipment purchase, you can save money overall. Plus, the new equipment warranty is in place for the full length of the financing term, reducing your total maintenance costs.

### Benefits



Conserve working capital for investment elsewhere



Meet or exceed budgeting requirements, as the cost to finance is recouped by the cost savings gained from operating the new equipment



Access the latest technology available



Spread out cost over time and simplify forecasting and cash flow management



Warranty over length of financing term reduces total maintenance cost



Realize improvement in Total Cost of Ownership through reduced wafer scrap, increased wafer yield, lower operational costs (improved efficiency), and less tool down time

## SmartFlex Financing Details

Financing with Advanced Energy allows you to accelerate acquisition of the desired technology by making fixed payments for the term of the contract. Flexible financing terms of 12 to 72 months are offered. Other customized terms are available including monthly, quarterly, or annual payments. Avoid large upfront payments with little or no money down.

The SmartFlex program is a 100% buyout program, meaning you will have full ownership of the equipment at the end of your financing term.

Rates are fixed over the term of the contract and are based on several factors including cost and length of contract.

### Case Study<sup>1</sup>

A closer look at an end customer's SmartFlex program results showed a net positive savings when upgrading to new equipment. The customer retrofitted 30 aged AE generators with new, more reliable units. By paying nothing upfront and spreading the total equipment cost over the life of the loan, the customer used the dollars budgeted for maintenance to cover the monthly financing charge.

As a result of the newer units, the customer has reduced maintenance costs, and achieves higher uptime and higher efficiency. Through SmartFlex, the customer saves a net 26% monthly, meaning the total savings is 26% higher than the monthly finance charge.<sup>1</sup> The customer is able to save thousands of dollars per month, simply by operating with newer equipment, backed by a full warranty over the financing period.

- **New equipment has annual failure rate (AFR) of < 2%, compared to 15% or more for the aged equipment.<sup>1</sup>**

Results in fewer failures per year for the new 30-unit population

- **Fewer failures means less tool downtime.**

For the customer above, the annual expense due to tool downtime is reduced by 90%

- **Equipment repair costs incurred are covered under AE's full warranty, reduced the customer's total maintenance costs significantly.**

The customer starts saving immediately with a new equipment purchase through SmartFlex.<sup>1</sup>

<sup>1</sup> Actual results may vary depending on application.

**How to Finance** For more information or to apply, email [SmartFlex@aei.com](mailto:SmartFlex@aei.com).



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