



## **Falcon Group announces strategic collaboration with Aptec, an Ingram Micro company**

**Falcon Group has partnered with Aptec, an Ingram Micro (NYSE:IM) company, allowing the company to offer extended payment terms to its resellers, above and beyond its current payment period – creating differential advantage in the GCC region.**

Addressing the demands across the marketplace, this unique arrangement is aimed at improving liquidity within the distribution channel, matching their resellers' cash conversion cycle, increasing confidence and further strengthening Aptec's strong client relationships.

This solution, where Falcon provides dedicated facilities for resellers for their Aptec orders, enables partners the opportunity to add value through winning new orders, project origination, and improved financial drivers. The deal was signed by both parties at the 2016 Annual Falcon Group Dubai Forum.

“Partnering with Falcon enables us as of today to offer attractive Finance to Channel Partners in the GCC region. We can now support our channel partners with extended payment terms which in turn will enable them to win new and significant business,” says Dr. Ali Baghdadi, Senior Vice President and Chief Executive of Ingram Micro META region.

A global financier with a turnover in excess of US\$3 billion, Falcon Group provides bespoke financing to companies across the Middle East, Asia-Pacific, Europe and the Americas. It has a dedicated team working closely with Aptec to activate reseller facilities and support transactions.

“The solution we are providing to Aptec will act as a significant differentiator across the markets in which it operates,” says Will Nagle, CEO of Falcon Group. “Aptec will now be able to offer its clients a solution that will increase their purchasing capability, and support their cash flow. We are looking forward to developing this further geographically with Aptec, and Ingram Micro”.

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Photos: Senior Vice President of Ingram Micro META Region, Dr. Ali Baghdadi and Kamel Alzarka, Chairman and Founder of Falcon Group at Falcon Annual Global conference in Dubai on Sunday 17<sup>th</sup> April 2016