



Nondestructive Testing (NDT) Equipment Leasing & Financing Services

Whether it's Computed Radiography (CR), Computed Tomography (CT), or Thermography equipment, **Civista has a financing solution for you!**

Why Choose Civista Leasing & Finance?

Civista Leasing & Finance has extensive experience in the NDT industry. We know the equipment. We understand how it will impact your business.

NDT equipment is one of our specialties. We have the deep expertise, desire, and financial resources to help you meet your business objectives.

Whether your equipment leasing needs are driven by cash flow, tax and accounting benefits, working capital preservation, technology obsolescence, or simply out of convenience - working with Civista is a wise business decision.

Who We Are

With over 30 years of expertise, the Civista Leasing & Finance team (formerly VFG) offers flexible and affordable equipment leases, loans and rental solutions nationwide. Customers benefit from the personalized business solutions, attention and resources of the full Civista Bank team, providing relationship banking since 1884.

We Provide Funding For:

- Electromagnetic Testing (ET)
- Thermal/Infrared Testing (IR)
- Magnetic Particle Testing (MT)
- Radiographic Testing (RT)
- Ultrasonic Testing (UT)
- Vibration Analysis (VA)
- Neutron Radiographic Testing (NR)
- Acoustic Emission Testing (AE)
- Guided Wave (GW)
- Laser Testing (LM)
- Visual Testing (VT)
- Digital Radiography (DR)
- Infrastructure Testing & Monitoring
- And Much More...



For NDT Equipment Suppliers

Financing Tips in NDT

How to Use CIVISTA Financing as a NDT Sales Tool

Simple Steps to Introduce **Financing** as an Option to Close a Sale

1. Bring Money into the sales presentation EARLY

- Ask the customer "How will your Organization pay for our solution?"
- If the prospect gives any answer besides, "We will pay cash/check," introduce the concept of financing.
- Serious buyers will welcome you as a professional bringing money into the presentation. If not, they may not be a serious buyer.

2. Identify the Decision Makers (and distinguish the Equipment DMs from the Money DMs)

- Often times there are multiple decision makers ("DMs"). Use CIVISTA as tool to both save you time and help you close business.
- Ask "Who, in addition to you, is deciding on how you will pay for our equipment and services?"
- The Money DMs ultimately control when a purchase is actually made.

Why should your customer consider financing with CIVISTA?

CIVISTA's solutions can be structured as financings, leases or even rentals and may include lower upfront payment options for customers that are cash-flow sensitive.)

Get the right equipment (with all the features and benefits they want) with affordable monthly payments.

At CIVISTA, understanding the unique needs of each customer is the top priority when providing finance solutions.

We are NDT Equipment Finance Experts.

Civista Leasing & Finance has extensive experience in the NDT industry. We know the equipment. We understand how it will impact your clients' business.

What Clients are Saying ★★★★★

"They are a rare triple threat in that they provide competitive options, they understand the environment/products of the nondestructive testing industry, and offer deliverables to exceed the demanding turnaround times required by the NDT Industry."

"Civista has been an important partner to our business growth over the past year. As a small business, there are certain obstacles that can limit your potential growth (i.e., high-cost equipment acquisition). Having Civista as a financial loan partner has been essential..."

Your NDT Financing Specialists



PAULA SUMMERS
pmsummers@civista.bank
843.200.9470



CORY D. ALSIP
cdalsip@civista.bank
812.455.2247