

An aerial photograph of a town situated along a large body of water. The town features various commercial buildings, parking lots, and residential areas. A baseball field is visible in the lower-left quadrant. The right side of the image is overlaid with a blue diagonal banner containing white text.

# HOW TO GUIDE VENDOR PORTAL



**NCL GOVERNMENT CAPITAL | [NCLGOVCAP.COM](https://nclgovcap.com) | 320.763.7600**

# Vendor Portal Onboarding - Overview

- ▶ Access point for vendor specific sales and marketing content, training and financing quotes via NCL calculator
- ▶ Reps can have access to multiple brands if they sell across multiple lines
- ▶ Main Touchpoints: Dashboard, Training, Marketing and support



# Vendor Portal Onboarding - Dashboard

- ▶ Fully customizable to match brand identity
- ▶ Customizable welcome message, introduction and/or instructions
- ▶ Easy access to sales calculator, recent transactions and more



## NCL Gov Cap

Competitively-bid financing solutions for state and local governments. Helping communities buy more with less!

### Dashboard

Training

Marketing Materials

Support

Logout

## Sales Dashboard

### Sales Calculator

Click the button below to initialize our sales calculator to start a proposal.

View Calculator

### Recent Transactions

\$  
Pumper Truck  
Anytown FD  
Islandia, NY  
August 2023

\$  
Ambulance  
Bloomfield Emergency Medical Services  
New Jersey  
August 2023

# Vendor Portal Onboarding - Calculator

- ▶ Customizable to match desired terms and conditions
- ▶ Configure various lease types (TEML, FMV, TRAC and more)
- ▶ Configure payment schedule, lease terms and calculation type





## BUYING MORE WITH LESS

Competitively-Bid Financing Solutions

Your NCL Sales reps information is auto populated into the form



Your information auto populates as well



Enter the information of the customer you are generating the quote for here



Transaction Information

### Transaction Information

#### NCL Sales Rep Information

First Name	Last Name
<input type="text" value="Blake"/>	<input type="text" value="Steinbring"/>
Phone Number	Email Address
<input type="text" value="(320) 763-7600"/>	<input type="text" value="blakes@nclgovcap.com"/>

#### Vendor Information

Vendor Company Name	Sales Rep First Name	Sales Rep Last Name
<input type="text" value="NCL Portal Demo"/>	<input type="text" value="Portal"/>	<input type="text" value="Demo"/>
Phone Number	Vendor Email	
<input type="text" value="(320) 763-7600"/>	<input type="text" value="bsteinbringncl@gmail.com"/>	

If your contact information has changed or is incorrect, please contact your NCL representative.

#### Customer Information (Lessee Information)

Customer Name		
<input type="text"/>		
Customer Contact First Name *	Customer Contact Last Name *	Customer Contact Title *
<input type="text"/>	<input type="text"/>	<input type="text"/>
Phone Number *	Customer Email *	
<input type="text"/>	<input type="text"/>	
Customer Address *		
<input type="text"/>		
City *	State *	Zip Code *
<input type="text"/>	<input type="text" value="▼"/>	<input type="text"/>

Next





## BUYING MORE WITH LESS

Competitively-Bid Financing Solutions

Select asset type from drop down, then select corresponding sub asset type



Select "Government" or "Commercial" for customer type and from the lease type dropdown, select the correct lease. Likely a tax-exempt or FMV



Be sure to select the "Financing through Sourcewell" check box if your customer is purchasing via a Sourcewell contract

Transaction Information ✓ Equipment & Lease Details ✎

### Equipment & Lease Details

#### Equipment Description

Asset Type \*

Vehicles ▼

Sub Asset Type \*

Light-Duty ▼

#### Lease Type

Customer Type \*

Government ▼

☐ Financing through Sourcewell? ⓘ

Lease Type ⓘ \*

▼

#### Equipment Description

Equipment Cost ⓘ \*

Equipment Description and Quantity (Type, Make, Model) \*



Enter the total cost of the equipment/project and a short description of the item being financed

Back

Next



## BUYING MORE WITH LESS

Competitively-Bid Financing Solutions

Select the desired payment schedule and terms from the drop down list along with the delivery date of the equipment

\* Funding date and first payment defaults to one month out. Contact your NCL rep for deferred payment quotes.

Enter any applicable down payment or trade-in value



Transaction Information ✓ Equipment & Lease Details ✓ Payment Calculation ✎

### Payment Calculation

#### Term & Schedule

Payment Schedule <sup>1</sup> *	Lease Term (Months) <sup>1</sup> *	Calculation Type <sup>1</sup> *
Annual ▼	60 ▼	Advance ▼

Funding Date <sup>1</sup>	Equipment Delivery Date	First Payment Date <sup>1</sup>
October 15, 2023	October 1, 2023	October 15, 2023

Contact your NCL Sales Rep for alternative funding or first payment dates.

#### Annual Payments

Equipment Cost <sup>1</sup>	Down Payment/ Trade In	Actual Lease Term
\$50,000.00	\$0.00	60

Residual	Total Number Payments
\$0.00	5

Total Annual Payment  
\$11,620.97

#### Alternative Lease Options (Select up to 3 to include in the proposal.)

<input type="checkbox"/> <u>1 year</u> \$50,000.00	<input type="checkbox"/> <u>6 years</u> \$9,976.61
<input type="checkbox"/> <u>2 years</u> \$26,392.82	<input type="checkbox"/> <u>7 years</u> \$8,783.63
<input type="checkbox"/> <u>3 years</u> \$18,262.38	
<input type="checkbox"/> <u>4 years</u>	



# Vendor Portal Onboarding - Training

- ▶ Frequently Asked Questions section
- ▶ Educational content to better understand financing proposals
- ▶ NCL and Sourcewell training videos



## Training

Dashboard

**Training**

Marketing Materials

Support

Logout

### How To Guide | Vendor Portal

How To Guide

This guide is available under  
the training tab!

Download our how to guide to get a feel for how to use your portal account and how to generate quotes.

### Frequently Asked Questions

All

Education About Financing

Rates & Terms

Understanding the NCL Process

+ What is a non-appropriation Clause?

+ Why would an Agency non-appropriate for lease payments?

+ What happens if an Agency non-appropriates on my equipment?

# Vendor Portal Onboarding - Marketing

- ▶ Co-branded marketing flyers and trade show materials
- ▶ Videos showcasing NCL and manufacture content
- ▶ Vendor specific sales & marketing content upon request



## Marketing Materials

Dashboard

Training

**Marketing  
Materials**

Support

Logout

### Flyers



#### Why NCL?

Why NCL Government Capital is beneficial to manufactures & vendors

Download Flyer Template



#### Increasing Sales with NCL (PDF)

Providing a financing solution during your sales process increases sales, increases customer satisfaction and speeds up the entire process.

Download Flyer Template



#### Tax Exempt Municipal Financing (Adobe Illustrator Format)

Download and update this 'What is tax-exempt municipal financing' flyer template. Downloads in Adobe Illustrator format.

Download Flyer Template

Dashboard

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## Videos



How Does Leasing Benefit an Agency?

Download Video



How to Overcome Budget Objections

Download Video



Introduction to NCL – 30 second CC

Download Video





# Vendor Portal Onboarding - Support

- ▶ Direct access to dedicated NCL account executive
- ▶ Request access for additional users within your organization
- ▶ Request changes to your personalized dashboard (Brand identity)



## Support

Dashboard

Training

Marketing Materials

**Support**

Logout

For questions or assistance with your account, please contact one of the NCL Representatives below.



Blake Steinbring



Connect by Phone

(320) 763-7600



Send a Message

blakes@nclgovcap.com

Your dedicated NCL  
rep will be displayed  
with contact info



Katie Vangsness



Connect by Phone

320-763-7600 (ext. 1003)



Send a Message

katiev@nclgovccap.com



# Vendor Portal Onboarding - Access

- ▶ Easy access via the “Vendor Portal” button on NCL home page
- ▶ Direct access at: <https://portal.nclgovcap.com/>
- ▶ Easily request access for first time users



Contact us today: 320-763-7600



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VENDOR PORTAL

Click “Vendor Portal” on the NCL home page

## Helping Communities Purchase

Competitively-bid financing to support state, local, education



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VENDOR PORTAL

## Vendor Partnerships

**BETTER TOGETHER**

NCL partners with vendors to offer a complete turnkey solution for Sourcewell members and other government purchasing entities utilizing cooperative purchasing with a financing solution that satisfies the bid process. In addition to customizable funding programs, we also provide extensive training, sales & marketing support, including on-demand access to materials through our online vendor portal. When you are awarded your exclusive portal access, you'll be able to offer real time proposals to your clients which include increased purchasing power thanks to our customized financing solutions.

We feel your sales team could benefit from implementing a NCL funding solution to your existing sales process. Reach out using the button below and request access to our vendor portal to become **BETTER TOGETHER!**

No account? Click the “Request Access” button to have an account approved for you

Request Access

### Vendor Portal Access

Log in to access training materials, sales collateral, quote calculators, marketing assets, and more customized to your company.

Log In



Then click  
“Log In”



**NCL GOVERNMENT CAPITAL | NCLGOVCAP.COM | 320.763.7600**

Username or Email Address

Password

☐ Remember Me

Log In



### Contact Us

 (320) 763-7600

 510 22nd Ave E, Suite 501, Alexandria MN

 [info@nclgovcap.com](mailto:info@nclgovcap.com)

### BUYING MORE WITH LESS



### Additional Links

User Account Request

