



Partnership Programme

Technology Leasing have been supporting businesses with financial leasing options, since 1989.

Over the years we have developed strong but informal relationships with a number of Telecom Companies, offering their clients advice and leasing solutions,

We have now developed a formal program whereby Companies are aware of the service levels they and their clients can rely on, the relationship process and the end-to-end process.

Main Benefits

- **Save Clients REAL Money on Leasing Rates**
- **Save Clients money on Tax**
- **Professional Service**
- **Specialist and Unique Leasing Products**
 - New Businesses**
 - Software Only**
 - Consultancy**
 - Businesses Moving**
- **A long established and trusted company**
- **Independent from the supplier – Best solution for your client.**
- **A uniform and quality end-to-end service**
- **A true Partnership**

In essence, via Technology Leasing, your clients will have access to some of the most versatile financial products available today, we also become your businesses leasing support team, working closely with you and your clients, sales and accounting departments.

Our innovative leasing products, partnership programmes and superb customer service have resulted in Technology Leasing becoming the fastest growing, independent Leasing Company in the UK today.

Infrastructure.

Technology Leasing have put in place a full support infrastructure that makes the life of a busy business person easier. The Technology Leasing program infrastructure ensures a uniform delivery of service to your client base, no matter where you're Company is situated or where the client is based.

Leasing Rates

Leasing agreements can be 2,3,4 or 5 years and in certain circumstances up to 10 years, with payments monthly, quarterly or annually - we can even offer your clients a payment holiday to get their equipment up and running before payments are started.

Within the leasing rate there is a ¾% overriding fee, this can be taken by the Company as an arrangement fee or will be passed on to the client as a discount. Your Account Manager will confirm with you, which option you wish to activate and this will be placed on the head office management system.

Leasing Solutions

Firstly, we would have to say that there is almost no limit to what can be leased. Since 1989 Technology Leasing has arranged leasing support for some very bizarre items. Therefore, never think there is not an option available, your Leasing Consultant will endeavour to arrange leasing support for any product or service no matter how peculiar.

Having made the above statement there are of course standard leasing support options.

Capital Equipment

A physical piece of equipment, IT hardware, Desking, production equipment , telephony etc., which is a tangible asset, is easy to organise leasing support and generally will attract very favourable lease rates.

Software

Technology Leasing are almost unique in offering leasing support for software supply. Whether it is for 'off the shelf' packages such as Sage or Oracle, or for bespoke 'one off' solutions, Technology Leasing can organise leasing support.

Services

Technology Leasing will also arrange leasing support for project services and support. Consultancy, installation, implementation, training, maintenance, licence fees etc., can all be rolled into a project and leased.

Businesses Moving

Technology Leasing have a solution for the business 'on the move'. All elements of the move can be rolled together and leased over an extended period of time. This can include the removal itself, new furniture, IT equipment, the complete fit out, telephony equipment, even the plants in the new reception area.....everything.

Leasing As An Option

There are a number of reasons for you to offer your clients a leasing option for their own expansion or to sell/supply more of their products and services via Technology Leasing.

- A long established and trusted company
- Independent from the product supplier – Best solution for your client.
- A uniform and quality end-to-end service
- Competitive rates
- Unique financial options
- A true partnership

Leasing can assist your clients become more Profitable, help Cash Flow and Add Value.

Increase Profits

Quote a monthly or quarterly leasing figure rather than a large cash price and it will make it a lot easier for end users to say yes.

Up Average Order Value

It's easier for clients to add services and extra items when the end user can have them for only a few extra pounds per month.

Avoid Discounting

Because discussions are around monthly or quarterly payments, end users are less likely to ask for discount when leasing. A discount of £1000 on a 3 year lease may only have a £30 or so, impact on the leasing option.

Conversion Ratios

A survey of our Dealer Partners shows that by offering leasing as a purchase option has not only resulted in higher invoice values but also has resulted in increased conversion ratios.

Add Value for End Users

They can save on Tax Allowances, Get Their Equipment
Now, Obtain what they need rather than what their budget dictates

Motivate Sales Teams

It is true to say that not all Sales Staff see the benefits of offering leasing to their prospects, as an option. They sometimes see it as losing control of a deal. Far from it, we work with them and take all the hassle away. But they WILL increase invoice values, they WILL achieve target levels with less sales and they WILL earn larger commissions.

Wipe Out Cash flow Problems

When paying by invoice many end users will use suppliers as a free bank by taking 30 days, 60 days or more time to pay - The good news is when we arrange a lease suppliers get paid 48 hours after delivery/installation.

Some Current Members of our Programs – What They Say

"I am extremely satisfied with the way in which Technology Leasing handle the financial arrangements. All matters handled in a prompt, efficient and professional manner. I would not hesitate to recommend Technology Leasing to third parties." **Alistair M.Grant, B.A.C.A Partner, Houston Rooney Chartered Accountants**

"Fast, friendly and efficient service of the highest standard" **David Pettigrew MD Microspec Computers**

"Technology Leasings' MoveLease was exactly what we needed, because we knew working out the finances was not a problem - we could order and go!
I would recommend this solution to anyone" **Daniel Hill, Roger Tym & Partners**

"Oceonics Group PLC has been using Technology Leasing to arrange finance since 1994. In this time they have arranged contracts for us at extremely competitive rates. At all times they have been extremely efficient and helpful doing their utmost to organise deals which achieve maximum benefits for Oceonics." **Alan S. Wright International I.T.Manager, Oceonics Group PLC**

"Technology Leasing represents the ideal financial company, they enable me to lease effortlessly – no paper chasing, no form filling. Leaving finance to the professionals allows me to concentrate on looking after my clients." **Jane Dryden, B.A. Senior System Consultant**

What To Do Next

If you are interested in joining our Technology Leasing Partnership Program, please complete the form below and our Welcome Pack will be forwarded by email to you.

We look forward to assisting you and your clients.

Email back to steve.deacon@technologyleasing.co.uk

Or

FAX Back To 0800 756 5358

Telecom Partnership Programme PROPOSAL FORM

1. Your Business

COMPANY NAME _____
NUMBER OF OFFICES _____ LTD CO. REGISTRATION NO: _____
MAIN OFFICE ADDRESS: _____

POSTCODE: _____ TEL NO: _____
MOBILE: _____ FAX NO: _____

HOW LONG HAVE YOU BEEN IN BUSINESS? _____ YEARS AVERAGE NUMBER OF CLIENTYS? _____

2. Contact Information

MAIN CONTACT NAME: _____
MAIN CONTACT TITLE (POSITION): _____

Tel No: _____ EMAIL: _____

SIGNED: _____ DATE : _____
PRINT NAME: _____ POSITION _____