

# CUSTOMER BENEFITS OF LEASING

By inTec Business

**inTec**  
Business Group



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# WHAT IS LEASING?

Leasing is quite simply the process of acquiring equipment via third-party finance and paying for it in manageable monthly amounts over a pre-agreed term.

It's like a loan, only the loan is secured by the assets that have been acquired, which allows for a lower rate of interest.

By paying for the equipment monthly your customers will be preserving their hard-earned working capital and not tying money up in ever-depreciating assets. Most importantly, Leasing allows your customers to invest their money in more profitable activities – which enable your business to grow.

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*Source: Guide to Equipment Leasing  
By Lease Group*



# CUSTOMER BENEFITS?

Let's run through them one by one

# 1

## **PROTECT YOUR CASH-FLOW**

Have the equipment you need now without affecting your companies cash reserves.

# 2

## **INCREASE YOUR PROFITABILITY**

You can conserve your working capital and put it to use in other more profitable ways.

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80% of the FTSE 500 lease their equipment and technology!



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## 3

### **PAY AS YOU USE**

You can pay for the equipment as it's used and spread the cost through its working life, i.e. 1 to 5 years.

## 4

### **TAX ALLOWABLE**

Leasing qualifies as an operating expense to your business, meaning each payment is 100% tax deductible.

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Credit approvals can be reached in minutes, paperwork can be issued digitally, for speed and ease!



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## 5

### **AFFORD THE BEST QUALITY**

With a manageable monthly repayment, you can afford the latest technology available. There's no need to cut corners on your upgrade!

## 6

### **SIMPLE DIRECT DEBIT**

One rental can include all equipment and ancillary costs i.e. consultancy, installation, training and delivery.

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Spread the cost of all service costs, not just the hardware!





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**7 PAYMENTS ARE FIXED FOR THE TERM**  
Lease repayments are fixed for the duration of your lease, they do not fluctuate – making budgeting easy.

**8 FLEXIBLE END OF TERM**  
At the end of the lease contract you are free to keep, upgrade or return the equipment as you please.

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You can settle the lease at any time, simply contact your supplier or Lease Group for a balance.



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