



Benefits

- ◆ Flexible options
- ◆ Minimise strain on your resources
- ◆ Reduced risk
- ◆ Expert advice

Finance Solutions

Comcen offers a wide selection of leasing and financial solutions, designed to help you migrate from existing equipment to the latest technology and acquire new solutions cost-effectively.

What equipment can be financed?

In simple terms anything IT:-

- Hardware
- Software
- Licensing
- Services



What is lease finance?

A lease is where a third party owns the equipment, but agrees under contract to allow you, the customer, the use of the equipment, subject to agreed payments.

Why Lease equipment?

There are many reasons why leasing is beneficial:

1. Retain working capital
2. 100% deductible against pre tax profit
3. Predictable/budgetable profile
4. Flexible term/profile to fit your requirements
5. No impact on existing funding lines

What are the typical terms and profiles?

Technology leases typically run over a 3-year period, however, 2, 4 and 5 year terms can be agreed. Similarly payment profiles predominantly are monthly, but quarterly, annual and termly (Education) are available and by negotiation other profiles too.

Can I add additional equipment to an existing agreement?

Yes, this is known as technology refresh, which allows you to acquire additional equipment from "free spend" without increasing cost, but extending the term of the agreement.

What happens at the end of the agreement?

There are 3 standard options:-

1. For a sum agreed at the end of lease, the equipment remains with you.
2. The equipment is replaced with current technology and a new agreement is started.
3. The equipment is returned to the funder and the agreement is finished.

I have a phased/multi-sited project and want to pay as the phases/sites are completed, can this be done?

Yes, We can create a Master Lease Agreement which covers the total value of the project. A schedule is created for each phase/site, which is paid on completion.

I am looking to replace old equipment with new and implement an ongoing program of equipment rolling replacement when the equipment is 3 years old, how can this be done?

Lifecycle Asset Management, is designed specifically for this. Simply put, we dispose of your existing equipment (any profits gained from the disposal will be shared with you) and the new equipment is supplied under a lease agreement. On the 3rd year anniversary the original equipment is phased out and replaced with new.

We need a cost effective finance solution, which minimises the regular payments, is this possible?

Where this is the case we are able to put in place an Operating Lease. This is where a residual value is taken on the equipment minimising the cost of finance. This method of financing can produce a real return on investment with minimal finance cost and effective investment of retained capital.

We are looking to acquire new computer equipment and want to include insurance, is this possible?

Yes, in particular laptop computers are vulnerable to theft/accidental damage outside of your offices and therefore potentially not covered by your insurance. Ask us about Comcen CompuCover.

 **comcen**
computer supplies

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