



## Why Businesses Lease!

Business customers are faced with three choices when buying equipment. Do they pay using their own cash, with a loan or should they lease?

By paying *Cash* upfront an either or choice for essential equipment is created. What else could the cash be used for?

Loans are hard to get. They require meetings with the bank and are usually for large expenditures, and the administration can be complex.

Leasing benefits business by giving them the products and equipment they need at an affordable fixed monthly cost. Leasing allows the customer to quickly obtain the equipment they need for their business with minimum administration and impact on cash budgets.

### The key benefits of leasing:

**No Large Upfront Costs** – Most businesses earn revenue over time, but have to pay for equipment up-front, in one go. Why pay out in one lump sum when with leasing you can pay a small amount every month/quarter? Businesses prefer to pay as they use!

**Cash** – Cash is king and it makes sense to use it for expansion or critical business needs. Leasing for office technology preserves precious cash.

**Budget Management** – Leasing with Grenke ensures a fixed manageable monthly payment. Irrespective of interest rate rises. The low monthly cost of rental is fixed enabling accurate budgeting.

**Preserving Credit Lines** – Grenke offers leasing from £500 upwards. With Grenke you can preserve your existing bank lines and optimise your use of commercial credit sources.

**Technology Upgrades** – Leasing allows the customer to take advantage of technology improvement at a time of their choosing and at a reasonable cost. By contrast a business that has owns IT equipment can only upgrade by reinvesting and disposing of the existing asset.

**Flexible Payment Levels** – Businesses can choose the payment level. Grenke options range from 1 to 5 years. The customer selects the right option so they can have the technology they need at the price they are comfortable with.