

Citilease: Case Studies & Testimonials

Here at Citilease we are extremely proud of the level of service that we provide to all of our partners, whether in a customer or vendor relationship.

To ensure our focus on service is upheld, Citilease only employs professionals of the highest calibre. By recruiting directly from City institutions and IT Vendors we can guarantee that our team can truly add value to our partners.

On this page we have listed a number of examples of the type of transactions that we at Citilease are actively involved with, together with a number of comments made by our satisfied customer base.

**Harry Mowat, Channel Sales Manager
EMEA: Epicor Software**

We have chosen Citilease as our partner for the Channel Finance Program due to their innovative proposals and focus on service.

Major Storage Manufacturer

As a relative newcomer into the NAS marketplace, our partner was looking for innovative solutions to differentiate them from others in the marketplace.

Citilease engineered a 'Pay as you grow' model that allows their customers to add extra Gb's for a fixed price at any point during the initial period of hire.

Software Channels

Citilease have had a number of successes with various top ERP, MRP and CRM companies in the UK. We have pioneered a scheme that allows the resellers to improve margins whilst the publisher improves debtor payments. Our success in this area is due to our extensive funding lines, administrative procedures and above all expertise in the software arena. Some of the biggest names have entrusted Citilease with their Vendor Schemes.

Laptop PC Manufacturer

We are pleased to work in partnership with a major vendor to provide schools and colleges with the opportunity to furnish pupils and staff alike with Laptop computers. Our combination of excellent leasing rates and the ability to provide competitive Warranty cover ensured that we are excellently positioned within this marketplace. The scheme has been officially endorsed and is being used by schools and colleges nationwide.

Nigel Stephenson, Marketing Manager: Alpha Landsteinar

Citilease have always met our requirements exactly: matching our Sale Terms & Conditions and ensuring fast payments. Their professional approach with our customers is a real Value Add and ensures that our image is enhanced and our sales proposition is improved.

Multi Site Retail Turnkey Solution £400,000

Citilease were asked to provide a facility for a department store chain to cover the installation of a complete EFTPOS solution, the software, tills and back office hardware from a number of vendors. The installation of the solution was estimated to last for 12 months.

We ensured that the all vendor sales terms and conditions were met, including deposits with order and that payments were delivered on time. Specific milestones were set and service costs were billed monthly on a time and materials basis.

Motor Manufacturer ERP Solution £250,000

Major software installation to replace out dated system. Citilease secured the most competitive funds in the marketplace and the flexibility to adhere to a multi draw-down transaction.

**Roger Patient, Company Secretary:
Pearsons Department Stores**

Implementing a multi-site EFTPOS solution is a tough job, thankfully Citilease have ensured that this was not made more difficult by the leasing arrangements. Every draw-down of funds has been handled quickly and efficiently, meaning that we can concentrate on installing the system.

Regional Telecom Company £1.3m

New start telecom company launched in the midst of collapse of telecoms sector required funding for first switch which was essential to ability to trade. All majors and the manufacturers own in house lessor had failed. Citilease funded whole project using mix of asset and mezzanine security. Now looking for second switch having acquired competitor.

Michael Cramer, Senior Accountant Finance & IT, Honda Trading Europe

Citilease delivered the rates & flexibility we needed. They matched the finance agreement to our implementation exactly.

New start, loss making Dot Com £180,000

Customer required refinance of IT to support cash flow. No majors could help. Citilease developed totally bespoke documentation to enable prime lender to advance sum required and have now successfully launched this product as only reliable method for funding Dot Com companies on the market.

