

Citilease: Funding Solutions to IT problems

The true value of an IT solution is realised as and when the system is operational. As a result of this many of our customers view the solution the same as they would any other corporate resource, paying on a monthly basis from operating budgets. Leasing as a vehicle to do this is widely recognised as the preferred method of acquiring and maintaining a company's IT solution. The range of options available through Citilease will match your requirements for a cost effective and flexible financial solution that allows you to keep your competitive advantage through the constant development of your IT strategy.

Leasing is now recognised as the preferred method of paying for a company's IT solution. By moving the emphasis away from a capital expenditure to an operating expense leasing enables you to:

- Budget effectively by rolling the total cost of an IT solution into one fixed direct debit payment.
- Keep their competitive edge by continually upgrading the IT system by having only a small change in the periodic payment or taking advantage of Citilease's System Change options.
- Roll service costs into the repayment which is 100% tax allowable, offering significant savings over cash purchase where no capital allowance can be claimed.
- Spread the cost of the IT solution over it's useful life and not dictated writing down periods.
- Afford the total solution required without having to wait for budgets/cashflow improvements.
- Take advantage of the total solution without having to sacrifice essential elements due to cost restriction.
- Match the cash-flow cycle of the business by laying down financial terms that meet this exactly.
- Fund the total cost of the solution without having to utilise cash reserves or traditional bank facilities.
- Due to inflationary pressures the real cost of the solution decreases as the rental payment is fixed.

Citilease will structure your financial agreements to allow total flexibility in every area of your IT strategy at any time. This is achieved through careful consideration of life cycle expectations and hardware rollover programmes alongside our System Change Options.



Leasing options

Citilease recognise that the needs of a public body or blue chip organisation differ dramatically from those of a small partnership, as a consequence we have endeavoured to ensure that each customers requirements are met by developing key relationships with the leading global finance houses and working together with them to ensure a full range of financial services are offered to meet all of our customers requirements.

Master lease agreement

This agreement has been designed by Citilease specifically to cater for modular installations. One set of Master terms and conditions is authorised to secure a large credit line. As and when work is completed the customer quite simply raises a purchase order and your supplier is paid.

Pre-lease agreement

Ideal for the larger installations, a set of terms and conditions is authorised to allow suppliers to begin implementation. As and when work is completed funds are paid to the supplier, however the customer does not start paying the capital payments until the total installation has been completed.

Tech-lease

A unique Citilease product, the tech lease allows a total 'contract hire' type arrangement specifically for IT, working in partnership with your software provider this agreement covers maintenance and insurance on any hardware not covered by the supplier, ensuring minimum disruption to the customer in emergency situations.

Credit Sale / Lease Purchase

Alternatively should you wish to retain ownership and take advantage of their own capital allowances then a lease purchase type agreement can be arranged allowing the customer to take title to all equipment relating to the arrangement on day one.

Operating Lease with Residual value

Citilease with the backing of our partners are in a position to offer the most cost effective form of Off Balance Sheet financing via our operating lease arrangements. Ideally used as part of a progressive IT strategy, the operating lease option will allow you access to the cheapest funds in the market.

System Change Options

Citilease actively structure your agreements to ensure that at all times our customers will pay the lowest possible operating cost alongside having the opportunity to maintain and upgrade their total IT solution without altering the monthly operating cost.

At pre-determined stages during the agreement, the customer has a proportion of the original cost of the solution to spend again without increasing the periodic repayment.

