



leasing

your single source for communications

AVAYA

FINANCIAL SERVICES

plum communications ltd

leasing

- easier budgeting
- improved cash flow management
- flexibility

plum benefits

- UK based
- knowledgeable and experienced staff
- responsive service
- independent advice
- vendor accreditation
- competitive prices
- flexible billing

plum services

- broadband
- consultancy
- mobiles
- security
- telephone calls
- telephone lines
- telephone systems

plum communications

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Plum Communications provides businesses with a cost effective and resilient means of communication. One way we can help customers when purchasing hardware is through leasing. A lease is an easy way to enjoy the benefits of the latest technology without assuming the up-front costs, and risks, of ownership. A lease may include both equipment and services, plus the additional costs of taxes, installation, and shipping.

Simply defined, a lease is a usage agreement between an equipment owner (lessor) and a user of that equipment (the lessee). The lessee pays a periodic fee, usually monthly, to the lessor for the use of the property. Generally, leases take the form of written contracts with specific terms and conditions spelled out: length of lease term (usually 24, 36, 48, or 60 months), amount and timing of lease payments, and any end-of-lease conditions or stipulations. The lessor is usually viewed as the owner of the equipment during the lease term, but depending on the type of lease chosen, either the lessee or the lessor may be able to claim the tax benefits of equipment ownership.

What our customers say?

"The best thing about doing business with Plum Communications is the after sales relationship, if anything goes wrong we can put a face to the problem and get it sorted"

Features

Easier Budgeting

By spreading the cost over 3 or 5 years this removes the need for a large capital outlay. VAT is paid at 15% with each rental as opposed to requiring the VAT to be paid up-front in one lump sum. This further reduces the initial impact on cash flow.

Better management of Cash flow and Inflation Proof

Leasing preserves working capital and improves cash-flow. Every organisation is faced with tough choices when deciding the best way to invest its capital. Opting for a lease arrangement frees up funds for other projects.

Flexibility to add to the lease

The equipment can be added to, or upgraded, at any stage throughout the lease. The rental may not increase as a result. Why therefore buy the equipment when the solution can be upgraded to match the needs of the customer?

100% Tax allowances

Leasing can work out to be more commercially viable than paying cash. The finance route allows 100% of the rentals (excluding VAT) to be offset against the corporation tax bill. This is the only form of borrowing where this is feasible, and as such makes it the most tax efficient method of acquiring assets.

Additional Credit Facility

Leasing provides an additional line of credit without affecting the customer ability to obtain cash from other sources. Bank loans can be useful, even essential, to ease unpredicted short term cash flow difficulties. Leasing will however ensure that existing credit sources are intact whilst maximising budgets.

effective communications for business

business goal: business improvement • connectivity • cost reduction • security



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Finance Lease

This is a straightforward product whereby the full capital cost of the goods plus any interest charge is leased over a minimum term. The assets will appear "on balance sheet", along with the lease balance as a corresponding liability.

Operating Lease

This is a "residual value" based product, meaning that the estimated future value of the goods at the end of the minimum term is deducted from the total lease value. This significantly reduces the rentals during the minimum term. The assets can be taken "off balance sheet" and the lease rentals are accounted for as an operational expense (subject to auditor approval).

End of term options

90 days before the end of the minimum term, we will write to the customer to enquire as to their intentions. The following options may be taken:

- Do nothing, and continue to pay the rentals into the "secondary period"
- Return the assets to the finance company and pay nothing further
- Upgrade and refresh the equipment with a new lease agreement
- Acquire the equipment via a third party for a nominal sum (plus any outstanding residual value)

Rates (per £000)

Avaya Financial Services Indicative Rates (Subject to Approval)

Price / Profile	2 years		3 years		4 years		5 years		6 years		7 years	
	1+7	1+23	1+11	1+35	1+15	1+47	1+19	1+59	1+23	1+71	1+27	1+83
£1000-£4,999	£141.96	£47.88	£99.97	£33.72	£79.29	£26.76	£66.98	£22.61	£58.95	£19.91	£53.30	£18.01
£5,000-£9,999	£141.39	£47.66	£99.35	£33.49	£78.63	£26.52	£66.29	£22.37	£58.23	£19.66	£52.56	£17.75
£10,000-£24,999	£140.82	£47.44	£98.73	£33.27	£77.97	£26.28	£65.60	£22.12	£57.52	£19.40	£51.82	£17.49
£25,000-£50,000	£140.24	£47.23	£98.11	£33.04	£77.32	£26.05	£64.92	£21.88	£56.81	£19.15	£51.09	£17.23

For profile/terms not quoted please call Plum Communications

Lease Rates per £'000 Excluding VAT

**Rates Quoted assume repayments by Direct Debit, for invoice payment, multiply the rate by 1.02
Rates are for indication only and are subject to contract & credit approval**

Prices shown as UK pound sterling and subject to VAT @ current price 26/06/2009

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