

Smartcomm Leasing

In Partnership with
Westwon Leasing and
Asset Finance





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“At Smartcomm, we are continually transforming the way our clients work, through cutting-edge technologies, systems and solutions.”

Mark Allen
Smartcomm Commercial Division Manager



Introduction

Smartcomm is a multi- award winning company which has been designing, integrating and supporting audio visual, IT and communication solutions since 1995.

With the current economic uncertainty, Smartcomm has partnered with Westwon Leasing and Asset Finance to offer clients lease rental and lease purchase options. There are many advantages to spreading the project and support costs.

What is Leasing?

Leasing is a popular way for organisations to pay for necessary items such as the installation and servicing of AV, IT and Building Management systems. It is effectively a rental agreement, where the equipment and support is essentially rented for a term between one and five years. Payments are made monthly or quarterly. Its quick and simple to organise and as a finance tool, leasing is used by 95% of companies at some point.

What happens at the End of a Lease Agreement?

The equipment is replaced at the end of the rental term with the start of a new lease agreement. Partnering with Smartcomm makes this transition easy - our experts can advise on replacement equipment plus remove, replace and support the replacement. This way the equipment is always the latest model, delivering the best performance.

Alternatively ownership can be transferred at the end of the contract with payment of a nominal fee.





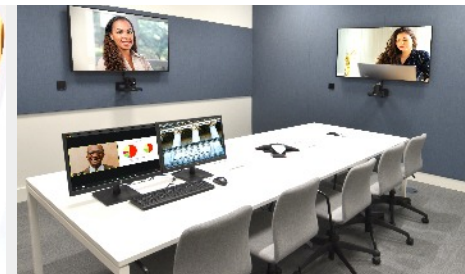
Advantages

Why Choose Smartcomm and Westwon?

- 1) Final decision within 24 hours
- 2) Industry leading rates
- 3) 95% acceptance rate
- 4) 5* customer service
- 5) Established companies with over 20 years in business
- 6) Leasing starts when delivery is confirmed
- 7) Complete wrap-around service from finance to design, installation and support

Leasing Advantages

- 1) **Cash Flow** - instead of committing to a large capital outlay at once, the cost is spread over years freeing up cash for other projects.
- 2) **Self funding** - the equipment effectively pays for itself while it is being used.
- 3) **Tax benefits** - depreciation can be claimed as an expense and therefore reduces the tax burden on the business.
- 4) **Fixed payment structure** - allows business to keep monthly expenditure within budget.
- 5) **Full solution** - it is possible for the business to invest in the full solution rather than completing a project piecemeal as the funds come in.
- 6) **On Rental Agreements** - the VAT is included in the rental payments, so paid off in increments and not as one large lump sum
- 7) **Ease** - Smartcomm offer the full service from helping you get the lease agreement in place, to designing, installing, integrating and supporting your equipment. We can remove and upgrade the equipment too.
- 8) **Productivity** - with a rental agreement, the equipment is always the latest solution allowing companies to take advantage of technology advances and updates.





"We are delighted with the results of this installation. We feel that Smartcomm understood the objectives and specifications plus our corporate culture and the way we work to develop the optimum AV solutions to support our business."

S. Bennett - SSE

Eligibility
Who and What is covered?

Who is Eligible?

The leasing agreements are not appropriate for personal B2C clients. These agreements can only be applied for via commercial, not for profit or government entities.

What is covered?

Equipment - The outlay for all the equipment bought for the project can be covered with the agreement.

Project costs - this includes all labour and expenses invoiced to install, integrate, program and commission the project.

Variations - all variations including specification and equipment changes.

Design - design charges if applicable.

Service and support - the cost of a service and support agreement with our Service, Support and Managed Services division.



Solutions

Equipment leasing is the flexible alternative to asset purchasing, and it is perfect for anyone who needs to scale up their operation. Think how far you could take your business with the right solutions.

Leasing is also a flexible way to replace old or damaged equipment, in order to make the business more productive and improve output.

Payments can be made in monthly instalments over an agreed period from 1 – 5 years.

Leasing Process

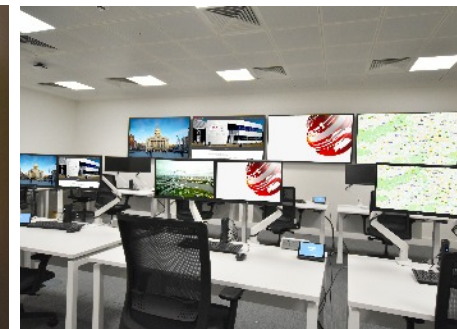
- 1) Smartcomm will provide a quote
- 2) If acceptable, Smartcomm will confirm with Westwon and start the credit checks and paperwork
- 3) The lease agreement is emailed to be signed
- 4) The equipment is ordered
- 5) Once the equipment is delivered and installed the lease payments are initiated



Bespoke Client Experience Centres



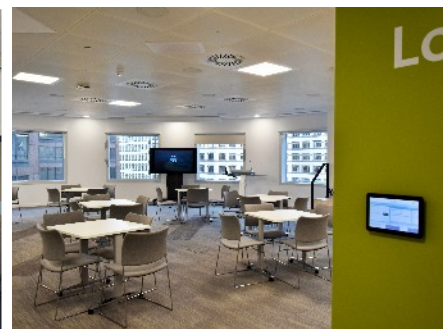
Room Booking, Wayfinding and Building Management



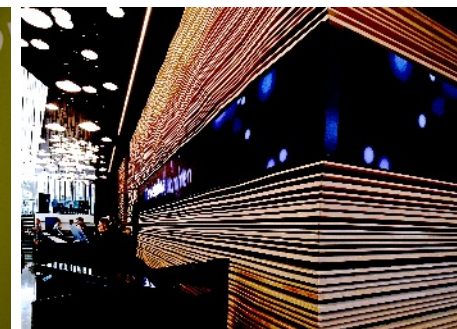
Control Room solutions



Flexible Room Use and Automation



Unified Communications



Video Walls



Projection Systems



Voting Systems



Collaboration Solutions

Benefits- Why choose Smartcomm?

While Smartcomm have excellent relationships with Manufacturers, we are brand agnostic. Smartcomm offer a flexible and tailored approach to give clients the best solution possible:

- Experienced personnel
- Wrap around service from consultation through delivery to support.
- 100 % privately owned
- Fully insured
- In- house CAD and design team
- In-house rack build facilities
- In-house witness testing
- Global reach and experience
- Dedicated Account Management
- Management team with over 135 years of combined experience
- Large enough to deliver, small enough to care
- Robust procedures and processes
- Multi award winning projects
- Full wrap around turn key service including lease options



"We chose Smartcomm because they were one of the few companies that that really got the vision of what we were trying to achieve."

C. McFadden - BFI



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