



LeaseLine

Dedicated Leasing for the Security Industry

- Available on all security products
- The only security leasing service endorsed by Norbain



Why Lease?

Leasing is the ideal alternative to a cash purchase.

By replacing the cash investment with a much smaller rental, the installer can make CCTV and Access Control systems far more affordable for their customers.

Even more importantly, leasing makes advanced security systems more accessible to those end users constrained by a tight budget. Now you can offer your customer the very latest in security equipment – for just a few pounds per week more than the basic system they might otherwise have been forced to consider.



There are other benefits too. For the customer, leasing removes the overhead cost of installing the system. All their existing credit facilities are kept intact for other purchases, plus you – the installer – remain in control of your sale by providing the finance. Clients that have to arrange finance themselves may shop around for another security supplier. In addition, the rentals are fully tax deductible, whereas only a proportion of the total cost can be depreciated each year if the system is purchased outright.

Leasing is an important sales tool for you, not just simply an attractive finance option for your customer.

Key Leasing Benefits

FOR THE SUPPLIER:

- Small rental charges effectively close sales
- Improves your own cash flow
- You retain total control of the customer relationship
- The system may be upgraded during the lease term
- Leasing reduces your exposure to bad debt
- Norbain's Dual Invoicing facility increases your equipment buying power

FOR THE CUSTOMER:

- No large capital outlay required
- Fixed monthly revenue cost covering all security purchases including installation, equipment and commissioning
- Frees credit facilities for other purchases
- Removes the need to look for finance elsewhere, which would otherwise slow and complicate the installation process
- Rental payments are 100% tax deductible each financial year

Why LeaseLine?

- No other leasing company understands the needs of Norbain's customers like LeaseLine
- LeaseLine is dedicated to your industry
- LeaseLine lease all security solutions including Access Control, intruder systems, fire systems, barriers and gates, and the whole range of analogue, digital and IP-based CCTV solutions. As Norbain's range is extended, so is LeaseLine's ability to benefit you and your customer
- LeaseLine is committed to maintaining the same high standard of prompt customer service enjoyed by all Norbain's customers
- LeaseLine is Norbain's recommended leasing company

Our [User Guide](#) has been specifically designed to support installers selling security.

It fully explains the features and benefits of leasing from the client's point of view, including a 'how it works' section - particularly helpful if your client has never leased before.

Please request a supply.

How leasing works

A lease agreement is between the installer's customer (the end user) and the finance company (the owner). The end user is committed to pay a set number of rentals to the owner over a specified period. The rental charge is fixed throughout the term of the contract.

When an installer provides a system on lease, the end user is approved for finance before work begins. The agreement is signed beforehand, with an Acceptance Certificate signed on completion. The installer's invoice is then raised and usually paid just days later. This not only reduces the installer's bad debt exposure, but it also provides a great boost to their cash flow.

A maintenance inclusive agreement provides regular income for the installer and peace of mind for the end user. As advances in technology occur, or the end user's needs change, the system can be upgraded to suit the demands being made upon it and a new rental agreed.

As the end of the agreement term beckons, the installer can revisit the customer and negotiate a new sale, or new lease, according to the individual needs of that specific end user.



Calculating the Rental

We arrange leasing from 1 to 6 years (7 years is available on larger sales), although our most popular terms are 3 and 5 years. Our minimum lease value is just £1,000.

For a quote contact LeaseLine and simply tell us:

■ Deal Value

This is your total sale value including installation but before VAT – don't include any on-going maintenance charges within this sum, if you need us to collect for service within the lease then let us know your annual fee.

■ Client Category

1. Traded under 3 years
2. Traded over 3 years
3. Local Authority Council or School

When we know which category your client falls within we can explain the full extent of the facility available to them (subject to status).

The rate we use to work out the rental takes into account how many rentals the client will make over the lease term and the size of your sale. Please note our rates vary between client categories.

Rental Calculator

To help further with our service we have devised a Calculator to help integrate lease options into your sale effortlessly. Our program calculates rentals from your capital sum over our most popular terms.

Quotes and proposal forms personalised to your company are easily printed from the program to complete your sales presentation.

- Our **Value Reckoner** incorporated within the program can work back your capital sum when limited to a specific weekly budget. Also a great tool for working out your marketing strategy!



Call now for your **FREE** Guide and Calculator
or to discuss our service in more detail.

FREephone 0800 389 33 46

Norbain LeaseLine
is dedicated to the
security industry.

To request a copy of our Guide or Calculator or
for any other information please contact LeaseLine
by telephone, fax, and email or via our web site.

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Oxford, Oxon OX4 4GA.

Chelsea Vale is an independent leasing
company that provides LeaseLine for Norbain SD.

Please complete your company details and freepost back to us.

SUPPLIER REGISTRATION

Company

Address

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Postcode

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Telephone

Fax

Contact

Title

E-mail

Mobile

How long have you been established?

Product Areas?

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New to Leasing?

Please indicate what you would like sent:

Guide to Leasing, by email

Calculator, by email only

Please ensure you detail your email on reply.

Guide to Leasing, by post

User Guide, supply by post

Quotation

DETAIL:

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BUSINESS REPLY SERVICE
Licence No. RG405

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2

