

Innovative

Finance Solutions

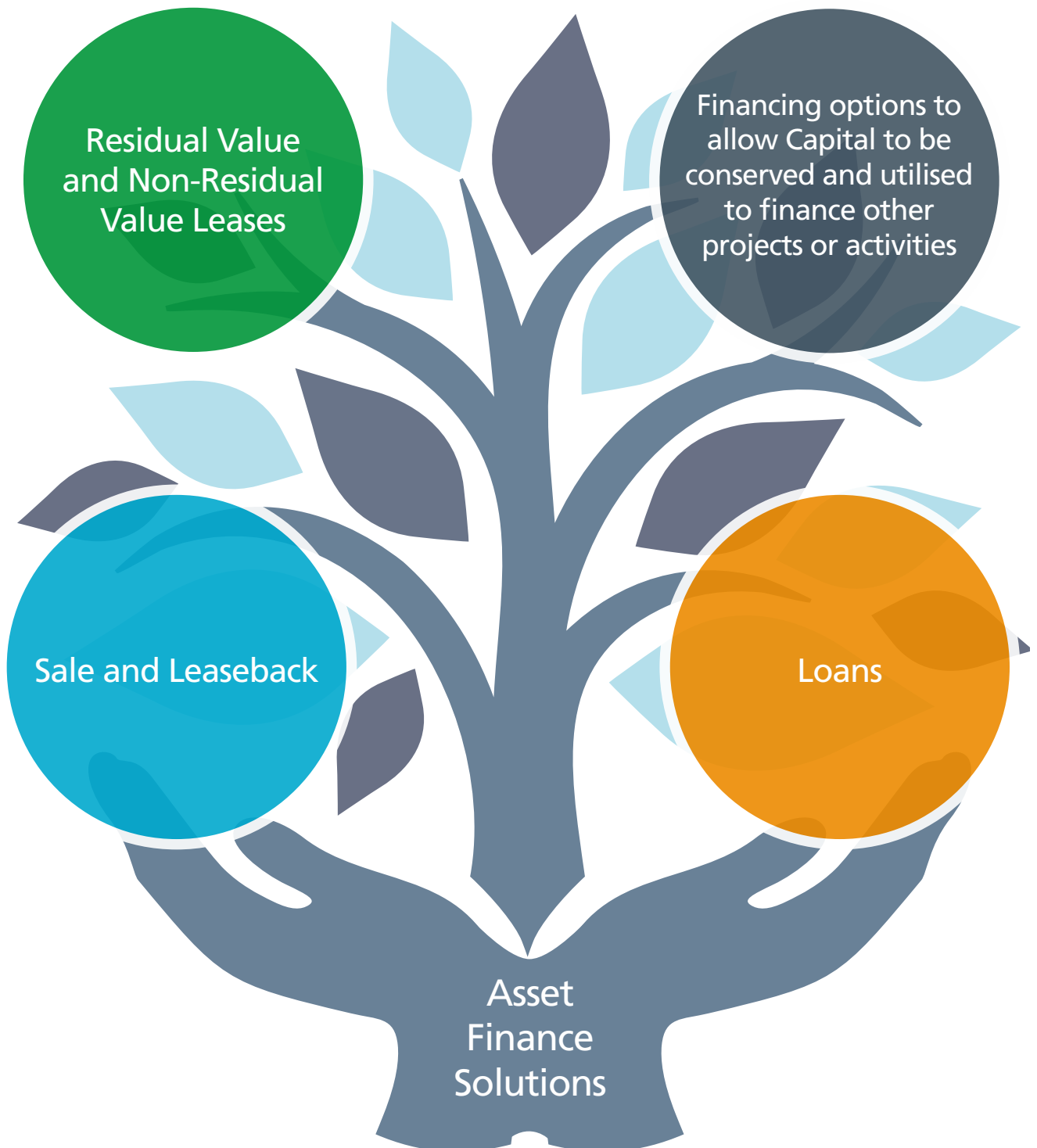
Whether you're looking to procure individual assets, multi-year replacement plans, or building works, we have a range of innovative financing options available to suit your needs.



What do we offer?

Having access to finance is critical to ensure that you are able to plan and procure the right equipment for your short and long term clinical needs.

Our national framework provides a wide range of innovative asset finance solutions.



Residual Value and Non-Residual Value Leases

Our framework provides both Residual Value and Non-Residual Value Leases. The key differences between these two options are outlined below:

Residual Value Lease

Typically lower in cost when compared to a capital purchase

On balance sheet lending

Financed through the capital budget

Lessor pays for the equipment in full and has a 'residual value' invested

The trust can extend or alternatively return the asset at lease end without having paid for all of it

The lease period must be less than the economic life of the equipment

No option to purchase included in the lease

Non-Residual Value Lease

On balance sheet lending

Financed through the capital budget

Lessors takes equipment title but risk and reward of ownership sits with the trust

As a minimum, the term of the finance lease must cover the economic life of the equipment

The trust can continue to use the equipment after the lease period for a 'peppercorn rental'

On disposal the trust can take the majority of the sale value (normally 95%-99%)

Sale and Leaseback

Unlock and release capital funds

There is the option to sell existing equipment to the lessor and then lease it back. This is known as Sale and Leaseback. It provides a way of unlocking and releasing capital funds. If the equipment is less than three months old most lessors will pay your trust the full original cost. Lessors will consider Sale and Leaseback on assets that are several years old.

Loans

Through our framework we are able to offer commercial loan financing. This can be beneficial in the following circumstances:

- Spread the costs of financing building works associated with the installation of large medical equipment (such as diagnostic imaging).
- Fund multi-year maintenance services where significant savings can be made by committing upfront.

How the process works in practice

We provide a simple and easy to use service to help you select and procure the right financing option to suit your needs.



Key benefits of our solutions

- Provides a compliant route to Residual Value and Non-Residual Value Leases as well as financial loans.
- The availability and flexibility of leases extends beyond medical equipment and can be used to fund non-medical assets such as IT/mobile phones, catering, vehicles and buildings.

Comprehensive range of flexible finance solutions

Compliance with EU Public Procurement regulations and procurement support

- No need to undertake your own OJEU tender and contract processes; saving you time and money.
- Full support is provided through the quotation and award process.
- Freedom to access the framework with no contractual commitment.

- Free of charge support throughout the process from business case, to contract signature, and beyond.
- Lease portfolio support to track leases and expiry dates.
- Payment profiling to fit the trust's needs.
- Competitive framework quotation process.

Support to help you select and procure suitable financing for your needs at the right cost

Unlock investment in medical equipment

- An alternative to capital funding with Residual Value Leases often cheaper than a capital purchase.
- Finance solutions to help you keep up to date with the latest technology.
- Hands on support with establishing and financing equipment replacements/refreshes.
- Finance building works and turnkey as well as modular buildings and infrastructure projects.

Further information

If you would like to know more about the financing options available, please email: Leasing@supplychain.nhs.uk