

# Master Lease Programs for Large Corporate Clients

**Reducing your costs...improving controls**



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**Many companies invest millions** in inventory controls and customer-side billing and management systems while they overlook their own purchasing and asset procurement activities. Division managers for many companies – especially fast growing ones, and those with decentralized operations with tight CapEx budgets – often use leasing to stretch their budget and manage their cash flow.

Typically, purchasing managers enter into “one-off” leases with local vendors or finance companies. Each lease has its own document which takes time to review and negotiate. Although this “under-the-radar” leasing may fall below a dollar amount that requires Treasury approval, these leases can be very costly because they often have high imbedded interest rates (up to 10%), and hidden costs and charges that can significantly raise the all-in cost. With numerous one-off leases, it is also difficult for the corporation to manage its assets, control its purchasing, and take advantage of volume discounts.

## Benefits of centralized master lease programs

- **Control:** Bankers Leasing’s programs are implemented with a single lease agreement regardless of the equipment type. This single-documentation feature saves administration time and facilitates corporate governance, especially in light of the Sarbanes Oxley Act. In addition, we provide numerous detailed reports that track all leased assets.
- **Flexibility:** Your decentralized operating units can continue to buy what they want, whenever they want, from vendors of their choice. Just tell us which vendors to pay and when.
- **Efficiency:** Our web-based interface, CBL Direct, allows your authorized purchasing professionals to add new assets under the master lease with just a handful of keystrokes.
- **Low rates:** We offer leasing rates based on your corporate credit rating and our broad access to capital markets – with no hidden terms or conditions. You can also capture any early payment discounts because Bankers Leasing will normally pay your vendors within 24 - 48 hours.
- **Substantial savings:** Through a combination of low rates, volume and payment discounts, our large corporate clients estimate that they can potentially save \$10MM annually when they finance \$100MM in new assets per annum through this program.

CitiCapital Bankers Leasing can adapt leasing programs to meet a wide variety of requirements and special situations, and to meet your goals and objectives.

***Please call us to discuss designing a program that meets your company’s specific needs.***

**Don’t just manage your business, manage to enjoy it.**