FLEXIBLE, INNOVATIVE, BESPOKE FINANCIAL SOLUTIONS FOR THE PUBLIC SECTOR

How you can benefit from CHG-MERIDIAN
CERTAINTY WITH CHG-MERIDIAN: PUBLIC SECTOR SPECIALISTS

“For almost a decade we have developed our relationship with CHG and they have become our primary finance provider. We need to make the right financial decisions, and when you are in an established relationship you can hold sensible discussions and obtain the flexibility that is important to us. In our dealings with CHG we have never been stung by a cost at the end of a term, despite the heavy use of our equipment. We are very busy around the May/June time. CHG recognise and respond to the extra attention the College needs during this period. You don’t always get that with a service relationship!”

Deputy Principal, Further Education Institute

For over 40 years CHG-MERIDIAN has been helping a wide variety of public sector clients save both time and money, by providing customised leasing concepts. How is this possible exactly? By enabling our customers to move to an ‘as a service’ model we can cover every aspect of the asset’s lifecycle meaning all you have to do is simply decide on the equipment you wish to rollout.

With over 11,000 customers having placed their trust in us to help them improve their technology management and equipment lifecycle, we like to think we have learned a thing or two along the way as a result.

So, you’re probably wondering what makes us different? As we aren’t bound to any banks, manufacturers or service providers we can offer a unique service all from a single source. Our customers rely on our impartial, expert advice to help support them in managing their technology lifecycle. Efficient Technology Management® - this is what we promise.

ASSURANCE WITH CHG

We consider the public sector a key market and have built up a considerable portfolio of ICT leased equipment in the UK and across Europe. By working with us you can have the utmost confidence that you are doing so with someone who understands your pain and knows what they are doing.

But don’t just take our word for it. In the UK alone, we lease equipment to more than 500 local authorities, schools, academies, HE/FE institutions, universities and other public sector entities. Furthermore, we work to ISO principles and are a member of the Finance & Leasing Association as well as a recognised lessor on a number of leasing frameworks including The CPC.
LEASING BENEFITS

How can leasing help you?
Take a look at these 10 fundamental reasons.

1. LOWER TOTAL COST OF OWNERSHIP
   The sum of the rentals will typically be lower than the capital cost of the equipment.

2. BE CREATIVE WITH YOUR BUDGET
   Make your budget go further by deferring payments to match your budget alignment allowing you to utilise precious cash reserves to fund other projects.

3. EFFECTIVE COST MANAGEMENT
   Spread the cost of your chosen assets over their economic useful life.

4. LIFECYCLE REFRESH PROGRAMME
   A leasing schedule provides a natural conclusion for your assets and presents a perfect opportunity to implement a replacement programme.

5. ACCURATE PROJECTIONS
   Leasing allows you to accurately forecast which equipment needs to be replaced up to 12 months before the lease end allowing you to easily plan your equipment replacement requirements.

6. LOWER MAINTENANCE COSTS
   With a regular refresh cycle in place you can be sure your technology is up-to-date and therefore less likely to breakdown - resulting in less downtime for you and your users.

7. MAKE THE REFRESH WORK FOR YOU
   By aligning your assets useful life, you can increase your bargaining power with suppliers by ordering in bulk.

8. STAY ONE STEP AHEAD
   In today’s world the latest gadget, invention or technological advancement always appears to be on the horizon. With leasing, you can stay up-to-date with all the latest technology and trends.

9. EASIER TO UPGRADE ASSETS
   The assets can be upgraded during or at the end of the lease agreement.

10. INCREASED HARMONY
    By having the latest innovations available to staff and students you can ensure the best working/learning environment possible.
GREEN IT REMARKETING: REFRESH, REFURBISH, RE-USE, RECYCLE

By remarketing 95% of returned assets, we can take a realistic residual value position on the assets, which enables us to offer our customers very competitive lease rates.

One service provider, one solution

We are perhaps one of Europe’s largest and best-known remarketers of used IT equipment having been in the market for over 40 years. Our remarketing solutions aim to provide you with peace of mind when your asset refresh process takes place. We promise to deliver solutions that allow you and your organisation to focus on what truly matters to you.

With plenty of resource in our Technology Centres, we can use this global reach to achieve the maximum possible return for our customers. Something which in today’s economic climate is essential.

CHG-MERIDIAN provides data erasure at various levels in line with your organisational requirements. Using the data destruction standard Infosec Standard 5 (ISS5), which is approved by the National Cyber Security Centre (NCSC). We can provide certified data erasure, validating the deletion of information from your devices.

ENVIRONMENTALLY FRIENDLY

- We have a zero-land fill rate
- We have a route to market for 95% of our kit
- On the rare occasion we do have to dispose of the assets we receive back, we guarantee to do so in accordance with WEEE directives and certification will be provided for any assets disposed of on your behalf.

ERASURE
Certified and DoD-compliant

SECURE ERASURE
Certified and compliant with BSI basic protection

Equipment collection → Sealed transport → Server-controlled deletion in secure area with biometric access controls
“By leasing the equipment, we can spread the cost over 3 years which meant we could buy more equipment than if we had to pay for it all up front. Leasing also enabled us to put in a 3-year replacement programme and budgeting for equipment refreshes became much easier. The team at CHG have always provided excellent service from obtaining initial quotes right through to collecting equipment at the end of lease.”

Systems Manager, Grammar School

ASSETS WE CAN FUND:
We provide our customers with financial assistance for all manner of equipment including:

- Desktops
- Laptops
- Tablets
- Whiteboards
- Projectors
- TV’s
- Servers & Storage

If you’re considering refreshing your technology environment feel free to contact us directly to discuss your IT requirements. We are more than happy to offer our impartial advice whilst keeping your best interests at heart.

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