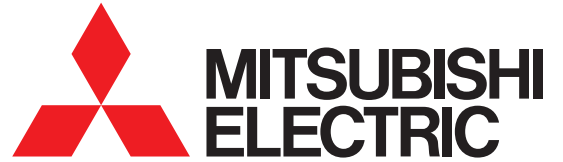


MELFinance Solutions



Ask



## about winning more work

Help your customer's spread the cost of their new HVAC systems with our unique financial package.

MELFinance Solutions has been developed to help you

1

**Increase your chances** of securing more projects

2

Help your customer **overcome cashflow problems**

3

**Secure prompt payments** for your work

[MELFinanceSolutions.co.uk](http://MELFinanceSolutions.co.uk)

# The benefits of MELFinance Solutions

MELFinance Solutions is a way for a customer to **fund the cost of their new HVAC equipment and its installation** via 'hire purchase finance', or 'leasing'. Put simply, this means that your customers (subject to financial status) can repay the combination of 'fixed asset' and 'soft costs' over an agreed period of between 1 and 5 years.

This structured approach to energy efficient project finance, helps you to bundle your next project into a 'trouble free' HVAC finance package. MELFinance Solutions helps your customers to manage their cash flow, while benefiting from the installation of our leading cooling, heating, ventilation and controls equipment to reduce carbon emissions, running costs and meet legislative demands.

## Key Benefits

1

Convert more quotes

2

Prompt payment terms from finance house

## Quick Decisions

- We always aim to provide a prompt turnaround for funding applications
- Packages can include on-site installation and commissioning fees
- Your customer's working capital is not tied up
- No need for hefty deposits:  
Finance deals are secured wholly or largely on the HVAC equipment being financed





# MELFinance Solutions Case Studies

## Finance package helps bring HQ building services into the 21st Century

Leading IT company Software Europe needed to overhaul the 15-year-old air handling unit and DX chiller air system at its Lincoln headquarters because parts were obsolete and there was poor temperature control in the building.



The company needed a solution that would reduce costs and deliver greater energy efficiency and a £107,000 installation including City Multi VRF air conditioning, combined with a new electrics package and water heater has quickly proved itself. **Software Europe** was spending in the region of £1,000 per month on gas, and approximately £300 a month on electric to run the old system

**“We felt the finance terms were good,” says Jenks. “When we compared the terms to a loan, it didn’t beat the quote we had from MELFinance”.**

Fiona Jenks, Business Support Assistant, Software Europe

**“Being able to add a finance solution to a quote has really helped me stand out from the crowd and definitely helped secure the business. The support received was fantastic and made the process very easy. It was also great to be paid so quickly, so all in all a big thumbs up”.**

Tim Foster, MD of ACE Service.

**“We do have access to finance through our own bank but the solution offered by Mitsubishi Electric was far more attractive and allowed us to upgrade our system in a shorter timescale than we had originally expected.”**

Paul McGreevy, Finance Director, Beaumanor Engineering

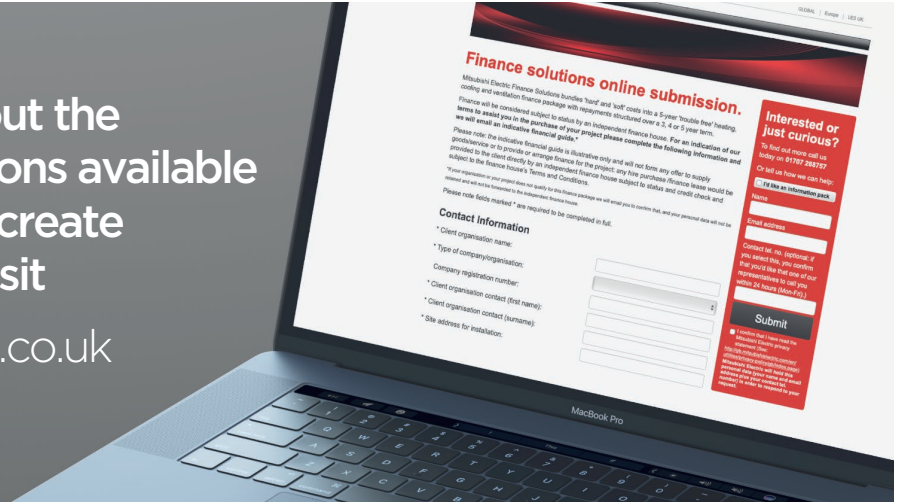
Air conditioning specialist **Clean Air Group** has used MELFinance several times to secure projects as it helps clients effectively manage their cash flow, including a veterinary practice in Salisbury that recently had nine R32 M-Series units installed in the surgeries, waiting rooms and recovery rooms.

**“MELFinance has helped us secure several projects of varying sizes and with this one, the client was after the latest stylish air conditioning, which would offer high efficiency to keep staff, customers and patients comfortable,”.**

Marie Wren, Managing Director of Clean Air Group.

# MELFinance Solutions

To find out more about the different finance options available and how easy it is to create a finance proposal, visit [MELFinanceSolutions.co.uk](http://MELFinanceSolutions.co.uk)



## Quick finance illustration: For commercial customers only:

Installation, commissioning, materials and other non-equipment costs:

Equipment costs:

Total installation cost:

Over how many years?:

2 3 4 5

[Get quick finance proposal now >>](#)

## Quick finance illustration: Hire purchase option:

Minimum deposit:   
(+ total amount of VAT applicable)

Monthly repayment x 36

Credit facility: £140 Option to purchase fee: £100

## Or ... Finance Lease option:

Minimum deposit (+VAT applicable):

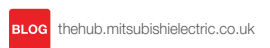
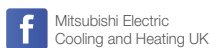
Monthly repayment x 36 (+VAT applicable)

Credit facility (+VAT will be added to the first payment due): £140

[Sound good? Apply now >>](#)



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**Note:** The fuse rating is for guidance only. Please refer to the relevant databook for detailed specification. It is the responsibility of a qualified electrician/electrical engineer to select the correct cable size and fuse rating based on current regulation and site specific conditions. Mitsubishi Electric's air conditioning equipment and heat pump systems contain a fluorinated greenhouse gas, R410A (GWP:2088), R32 (GWP:675), R407C (GWP:1774) or R134a (GWP:1430). \*These GWP values are based on Regulation (EU) No 517/2014 from IPCC 4th edition. In case of Regulation (EU) No.626/2011 from IPCC 3rd edition, these are as follows. R410A (GWP:1975), R32 (GWP:550), R407C (GWP:1650) or R134a (GWP:1300).

Effective as of March 2020

