



Stand out from the crowd and get quicker payments

Air conditioning contractors such as Buckinghamshire-based ACE Services are fast discovering the benefits to their businesses from being able to help customers finance their projects.

Managing Director Tim Foster has recently secured extra work for the company by being able to deliver a financed option and is now planning to offer this to all clients in the future where there is an obvious benefit for them.

“Being able to add a finance solution to a quote has really helped me stand out from the crowd”.



Air Conditioning | Heating
Ventilation | Controls



Air conditioning and ventilation contractors such as ACE Services can help secure more business by being able to add a MELFinance solution to any quotes for customers.



Benefits

For contractors, MELFinance delivers two distinct benefits immediately:

1. It offers a unique way of helping customers achieve an upgrade or the installation of a new system without impacting on their cashflow
2. It helps ensure that you, the contractor, get paid quicker for the job

For many installers, putting together a comprehensive and competitive quote for new jobs is challenging in today's economic climate. Customers expect and demand the highest standards all packaged together in an easy solution.

Maintaining and growing your business now depends on more than winning the next job at any cost. Companies need new ways of differentiating themselves from the competition and this is where the unique finance package available from Mitsubishi Electric can make all the difference.

MELFinance Solutions bundles hard and soft costs into a 'trouble free' heating, cooling and ventilation finance package for customers, with repayments structured over 3-6 years.

"Working with the MELFinance team made it easy for me to show the benefits to the customer and definitely helped secure the business", explained Tim Foster.

"My contact at Mitsubishi Electric offered to speak directly to my customer and they really appreciated having the manufacturer call them directly to answer any questions".

MELFinance is ideal for customers as it opens up additional credit lines that are secured against the equipment, rather than the business assets.

Quick credit decisions on both hire purchase and lease finance options are available and customers can often claim tax relief subject to status, with the energy savings achievable over older systems helping to contribute to interest on the loan payments.

At the same time, customers may well be able to claim both Enhanced Capital Allowance (ECA) and the Renewable Heat Incentive (RHI) helping them save even more.

The low rates of interest and lack of any hefty deposit can help customers bring forward their improvement plans by funding both the hard and soft costs involved and help contractors win more business.

"The support received from Mitsubishi Electric was fantastic and made the process very easy", added Tim Foster. "It was also great to be paid so quickly, so all in all a big thumbs up".

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