

**FINANCE.
DELIVERED.**



Case Study



Case Study

Brief

- The commercial client requires the installation of an inverter and 370 panels and has expressed an interest in financing the project
- To determine the feasibility of a financed deal, the installer submits a credit application via the online portal, which is usually approved within seconds
- The hire agreement is sent to the commercial client via DocuSign, and is signed by the customer

Financing details

- Transaction value - £205,500
- Hire period - 84 months
- Rental value per month - £3,359.41
- Full VAT amount of £41,100 is paid with the 1st rental and claimed back from HMRC by the commercial client

Payment timeline

- Payment for the hardware is made directly to the distributor upon delivery to the commercial client
- Payment is made for the remainder of the full transaction value to the installer upon completion of the installation

Financing agreement

- The commercial client makes monthly payments for the duration of the hire period and title will transfer on completion of the agreement with a small title charge of £100+VAT

Key Customer Benefits

- The customer has retained cash within the business
- VAT element is recovered from HMRC
- Quick and simple to set up
- All documentation submitted electronically and completed via the portal
- No bank charges or collateral required; funding is secured on the assets
- Existing banking lines remain unaffected
- The Installer is paid directly by the Distributor



Process flow

1.

Approved installers submit a credit proposal direct to the distributor, to include; Customer name, company registration, full transaction value and term length.

2.

The installer is to be informed of the credit decision. This is typically within 48 hours, however sometimes it can be sooner.

3.

The customer agrees to proceed with the transaction and the Rental Agreement is digitally sent to signatory via the e-sign platform. The customer signs and the lender automatically receives a copy.

4.

The distributor arranges delivery of the equipment, upon proof of which it is paid directly. The installer installs the system in the customers premise – for deals above £25k proof of delivery may be required; verbal check, signed delivery note or COA.

5.

The installer sends the invoice and any other associated paperwork to the distributors Finance Lead.

6.

Upon receipt of the documentation the agreement is activated, the lender will pay the distributor, who in turn will pay the installer directly for the remainder of the value of the transaction, the lender becomes the legal owner of the asset

7.

The lender will take the first payment from the customer immediately and will then continue to take rentals at the frequency detailed within the agreement. The customer is sent a welcome pack by the lender.

8.

The lender will write to the customer 6 and 3 months before the agreement is due to end, advising of the end of lease options.

9.

At the end of the contract, the Hire Purchase title can be acquired by the customer for £100 +VAT.

Renewable energy technology



We believe finance has the means to transform society, and substitutability is the heart of our strategy. We aim to build a finance strategy that supports your climate and energy transition, that incorporates the complex behaviours and rapid technological advances behind this evolution. We endeavour to help stimulate growth through your sales and revenue channels, whilst building customer loyalty. Segen Finance has a range of products for renewable energy technology products that can support your business growth.

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We aim to make sure that we stock all of the latest solar products from the best global brands. We have an extensive portfolio and only work with the best!



For more information regarding Segen Finance, please contact your Segen Sales Manager

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