LeaseAccelerator   **PureLease**

LeaseAccelerator Lease vs. Buy Analytics™
Make better leasing decisions every time

LeaseAccelerator Lease vs. Buy Analytics allows you to standardize decision making and achieve your capital planning goals.

Many organizations waste millions of dollars annually under-negotiating savings at the inception of a lease and over-paying monthly fees well beyond the end of a lease term. To make matters worse, leasing decisions are scattered around business units and stakeholders with no common policies or guidelines. This results in poor leasing decisions, including:

Higher financing costs
due to lack of competitive bidding on leasing rates and terms.

Above-market financing
rates that are outside policy.

Evergreen fees
paid for leases past end-of-term.

Conducting a Lease vs. Buy analysis helps you turn leasing into a strategic financial tool. Centralizing the criteria and process optimizes the use of capital, helps manage liabilities, improves financial stewardship, and allows you to use proceeds from equipment finance transactions to retire existing debt with high interest rates.

What is considered in a Lease vs. Buy analysis?

Lease vs. Buy is a comparative analysis between two different equipment acquisition models – an asset purchase or a lease. This comparison discounts the corresponding net after-tax cash flow for each of the following scenarios:

Asset purchase – Upfront cash payment for an asset in a buy scenario

Debt repayment – Principal reduction of a loan when repaying the financed purchase of an asset in a buy scenario

Interest fees – Interest portion of a loan payment when repaying the financed purchase of an asset in a buy scenario

Buy tax benefits – Tax benefits associated with a buy scenario (typically depreciation and interest expense)

Lease payments -- Lease payments in a lease scenario

Lease tax benefits – Tax benefits associated with a lease scenario (typically straight-line lease expense for a fair market value (FMV)-type lease)

How it works:

Our automated, standardized application:

- **Stores all financial variables in a centralized location,** allowing regular updates from an authorized user.

- **Provides assurance that all Lease vs. Buy calculations** for cash flows and Net Present Values (NPVs) are accurate.

- **Ensures all analyses** are consistent with company policy.

- **Reduces the amount of time spent** on the overall Lease vs. Buy process.

Equipment leasing advantages:

Manage cash flow
Ensure predictability of payments, while investing working capital into other parts of the business.

Expand budget
Make payments over a multi-year period, resulting in faster approval processes.

Lower asset management costs
Reduce operational costs by outsourcing asset ownership to a specialized third party.

Technology obsolescence
Increase productivity and profitability, while reducing emissions by replacing outdated technology.

Start making better leasing decisions.

PureLease Marketplace provides competitive lease sourcing services that reduce the cost of financing and improve cash flow, while connecting lessors with prequalified clients. Each bid is matched from our network of 500+ lessors, using standardized contracts, automated RFPs, proposal ranking, and automated booking to close the best deal. Since 2003, PureLease has run sourcing events in 80+ countries valued at over $1B that saved an average of 7%.

Get demo

About LeaseAccelerator

LeaseAccelerator provides enterprise lease lifecycle automation software that ensures compliance, improves operational efficiency, accelerates emissions reductions, and frees up cash. Thousands of users rely on our secure Software-as-a-Service (SaaS) platform to manage and automate 900,000 real estate and equipment leases valued at $250 billion across 2 million assets in 142 countries.

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