

# Tower Leasing values reliability and consistency of Siemens Financial Services, as partnership continues to develop

## Challenge

- Tower Leasing provides equipment finance to a wide range of UK businesses including equipment suppliers and end-customers. It needs a range of reliable, consistent finance partners to ensure it can offer tailored agreements and the best possible service.
- Siemens Financial Services (SFS) provides finance to Tower Leasing's customers for office equipment including IT equipment, furniture, telephones and more.
- The company has worked with SFS for more than a decade and, as Tower Leasing expands, it continues to develop its relationship with SFS.

## Solution

- Tower Leasing is growing steadily, underpinned by a growing number of deals financed by SFS. Quality relationships are key to this successful collaboration.
- Tower's account manager at SFS listens to the company's requirements, works hard to accommodate them and is willing to go the extra mile when needed.
- SFS and Tower have developed an understanding around the quality of business Tower wants to write.

## Benefits

- Tower benefits from swift agreement processing and pay-out procedures provided by SFS.
- The company also benefits from direct access to SFS' senior underwriters when needed. This means there can be close co-operation on particular projects.
- Tower is now also using SFS' block discounting service, enabling them to release capital invested in finance agreements.
- Tower has come to rely on SFS for consistent service and competitive funding rates no matter what the financial landscape.

*"We don't have a business if we don't nurture our relationships, both with our funders and our re-sellers. We look forward to continuing to work closely with SFS in the future. We believe continuing to develop this relationship will help fuel our company growth."*

Kerry Howells, Managing Director, Tower Leasing



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## Tower Leasing

Key facts about the company:

- Location: Bracknell, UK
- Foundation date: 1989
- Services: equipment finance provider

