

Vector Leasing Ltd



Relationship with Siemens Financial Services (SFS) continues to foster growth for Vector Leasing Ltd

The challenge

Founded in 2003, Vector Leasing Ltd is a specialist finance broker for the medical sector. The company, which operates mainly in the private sector in London and the West End, focuses largely on dental equipment and technology finance which constitutes 90% of the business. The company needs access to expert financiers with knowledgeable underwriting teams, experts in the field of medical and dental finance.

Our solution

Medical and dental practices need access to cutting edge equipment. It is in their interest to build lasting relationships with financiers who understand their business and equipment needs. By working with SFS, Vector Leasing can draw on the expert knowledge offered by the SFS team, whose deep understanding of the market provides them with an edge over the competition. As one of Vector Leasing's approved funders, SFS provides tailored funding solutions so Vector can offer its customers the financing solutions according to their requirements.

Making it easier

Since its launch, Vector Leasing has experienced steady growth with an impressive 65%-70% repeat business rate. The broker works closely with SFS to offer a broad range of specialist solutions, including financing for new start practices and practice investment on new assets. Accordingly Vector Leasing works closely with medical and dental suppliers, helping them provide their customers with added value service. Through working with SFS, Vector Leasing can demonstrate the tax efficiencies and cash flow that helps customers understand how to achieve desired practice improvements in a way that is affordable.

“Any broker that comes to SFS will benefit from the expertise the company can offer. Banks don’t have the necessary market knowledge to further asset finance applications and for this reason customers don’t like standard finance. SFS understands the sector and the good covenant of business.”

**John Baker,
Director, Vector Leasing**

