

Tower Leasing



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

The 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.

Our 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.

Making it easier

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

