

Lease Group: API system integration with equipment and technology financier in the UK



Lease Group

Lease Group has over 25 years of experience in the equipment and technology market. The company's financial solutions have helped thousands of businesses nationwide to upgrade their systems and technologies, from small independent shops to multi-national retailers and charities. It is a trusted leasing provider to companies such as Vodafone.



Challenges

- Lease Group are now established finance specialists in multiple industries, following their initial focus on smartphone leasing for B2B mobile dealers
- Since the mobile market is fast-paced, competitive and price-driven, Lease Group sought a lender partner who would be able to provide instant credit decisions and also 'rubber-stamp' deals as firmly approved, rather than simply offering an estimate.
- SFS' Application Programming Interface (API) capabilities were therefore of particular interest.

Solution

- As SFS are experts in the technology-based assets that Lease Group finance, they were the perfect financing partner.
- Connecting the SFS platform with Lease Group's systems through the API functionality took only ten weeks.
- The integration created an interface that offers users credit decisions within just five seconds. Users can also track their orders from document signing to payout.

Benefits

- Partnering with SFS has allowed Lease Group to take their service and platform to the next level, with a near-perfect approval rate.
- The speed of the integration meant that the Group could quickly capitalize on market demand.
- Since SFS are leaders in other markets and given that Siemens often manufacture the equipment in question, Lease Group can take advantage of new opportunities as they arise, by providing rapid financing decisions.

“Partnering with SFS was a decision we thought through carefully. It wasn't simply an integration with a lender for the sake of it. We wanted to work with a funder with the same mindset and vision as us, and SFS ticked every box. They understand the markets we work in, and coupled with great support and customer service, they really are the best fit for our growth path.”

Simon Fabb, Marketing Director, Lease Group