

# Discover Laser



## Financing from Siemens helps Discover Laser gain foothold in aesthetic medicine

### The challenge

In 2007, Dr. José Miguel Montero García wanted to open an aesthetic clinic offering a wide range of non-surgical laser treatments ranging from laser hair and tattoo removal to acne scar improvements. As a start-up business with limited capital, the clinic named Discover Laser, needed affordable and flexible financing for the acquisition of initial equipment required for the running of the business, a challenge that was further magnified by the economic downturn at the time.

### Our answer

With its extensive experience in financing medical equipment and expertise in the healthcare sector, Siemens Financial Services (SFS) provided Discover Laser with a tailored lease purchase package that made the acquisition of the crucial laser devices possible. The five-year financing arrangement entailed a multi-purpose Lumenis One laser, a radio frequency skin tightening device and a microdermabrasion machine, with fixed monthly payments aligned with the expected cash flow of the clinic.

### Making it easier

The pay-as-you-earn financing mechanism allowed the clinic to acquire the latest laser technology without having to commit substantial upfront capital. Through four further customised lease purchase agreements provided by SFS, Discover Laser was able to broaden its service portfolio with the additions of new equipment, including another radio frequency device, a low-level body sculpting laser as well as a Rioblush Carboxy therapy machine. With its bespoke financing offers and customer-oriented services, SFS has played a crucial role in helping Discover Laser grow from strength to strength.

*“SFS has been a tremendous help to us right from the start. Because of its understanding of our business, the specialist financier is able to offer us differentiated financing that really responds to our needs, along with very competitive interest rates. SFS is no doubt a long-term business partner that we can trust”*

**Dr. Montero, director of Discover Laser**

