

TESTIMONIAL



Leasing has brought several advantages to our business. Customers who avail of this option are able to put in the “right” system when they need to invest in their systems, and do this in a planned fashion. They don’t have to wait until systems are failing, and they are reacting to problems. This means they don’t have to compromise on the solution, due to the available budget. This generally results in an increase in overall order value, and therefore margin, over what they may have initially been able to afford. Some clients have a rolling facility in place, meaning they are continually keeping their systems up to date. Again, this means continual business for us, and allows the client to keep more cash in his business, by having a fixed cost per month. This allows the client to proceed with projects that they may not otherwise have done.



FUEL HIGH PERFORMANCE IT

CONTACT GRENKE BELFAST TODAY

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COMPANY PROFILE

Industry: Computer Sales, Service and Support

Employees: 18

Years in Business: Over 25

Time working with GRENKE: 3

Position of Quote Supplier: Operations Manager

WHY WE WORK WITH GRENKE

- :: Provision of leasing facilities, with minimal interruption to sales process
- :: Quick decisions
- :: e-Signature process is innovative and fast
- :: Knowledge of local markets & customers needs
- :: Paid very quickly, usually within 48hrs after the solution is supplied
- :: Positive affect on our company's cash flow