

What does CHG offer?



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CHG's value proposition



CHG'S residual value (RV) investment lowers the total cost of ownership (TCO) for customers.



Our in-house created asset management platform enables total transparency and accurate reporting on CHG leased assets including lease schedules.



With operations in 32 countries, CHG-MERIDIAN delivers consistent, compliant tech management across borders helping multinationals scale faster and operate smarter.



Build Phase

Useful for supporting longer rollouts or regular purchases.



Data Erasure

Certified data erasure methodology aligned with industry standards for all data bearing devices.



End of Lease

We will collect, refurbish and remarket assets in line with the principles of the circular economy.

Flexible finance by CHG

FMV Lease

CHG'S residual value investment creates a cheaper agreement vs outright procurement of assets with cash lowering TCO for our customers.

Build Phase

CHG offers the ability to order equipment during a 3-month period, settling their chosen supplier invoices when delivered to create a single agreement containing all ordered equipment.

Daas

An agreement with a flat line cost across the term which can incorporate rollout fees, software, warranty, maintenance, certified data erasure and collection of equipment.

Deferred Payment

Enables the rollout of devices to the team during a set timeframe, before making any lease rental payments.

Single Up-Front Payment

One-off payment that takes RV investment into account, saving customers up to 20%.

How to spot opportunities?



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CFO's

Focus on cost-effective asset management and long-term financial planning:

"How are you managing the full lifecycle of your IT assets to ensure maximum value?"

"Would a leasing solution help you streamline costs and optimise your technology over time?"

CIO's

Emphasise the role of leasing in managing technology lifecycle and enhancing scalability:

"How are you handling the challenge of keeping your technology infrastructure current?"

"Can leasing provide the flexibility to refresh IT assets as your business needs evolve?"

Procurement

Stress the benefits of leasing in streamlining procurement and lifecycle tracking:

"How can leasing simplify the management and acquisition of IT assets over their lifecycle?"

"Would an IT leasing model help improve the efficiency of asset management and reduce hidden costs?"

Sustainability

Link leasing to environmental responsibility and ethical asset disposal:

"Could leasing help ensure your technology assets are responsibly recycled and reused?"

"How can leasing support a circular economy by extending the life of IT equipment and reducing waste?"

IT

Highlight asset tracking, lifecycle management, and simplified upgrades:

"How are you managing your IT assets from acquisition to disposal?"

"Could leasing help create a predictable, efficient process for upgrading and maintaining equipment?"

Key to recognise:

- IT leasing supports a structured lifecycle approach, from acquisition to disposal.
- Enhances asset management with predictable upgrades and refresh cycles.
- Reduces total cost of ownership by aligning technology investments with business growth.
- Promotes sustainability by ensuring proper disposal and recycling/reuse of assets.



Benefits of Leasing:



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Lower total cost of ownership

The sum of the rentals will typically be lower than the capital cost of the equipment.

Deferred payments

Defer the commencement of the rental stream to coincide with the completion of the roll out of devices. Take advantage of promotional pricing offers but delay the start of the lease to coincide with receipt of funding.

Effective cost management

Spread the cost of your chosen assets over their economic useful life.

Increased security

Having the latest technology will ensure you can run the most up to date security software / patches which older devices might not be able to run.

Lifecycle refresh programme

A leasing programme provides a natural conclusion for your assets and presents a perfect opportunity to implement a replacement programme.

Accurate projections

Allows you to accurately forecast which equipment needs to be replaced up to 12 months before the lease end allowing you to easily plan your equipment replacement requirements.

Lower maintenance costs

With a regular refresh cycle in place you can be sure your technology is up-to-date and therefore less likely to breakdown - resulting in less downtime for you and your users.

Make the refresh work for you

By aligning your assets useful life, you can increase your bargaining power with suppliers by ordering in bulk.

Increased harmony and productivity

By having the latest innovations available to staff, you can ensure the best working environment possible. They will also be able to take full advantage of modern technology advancements such as AI.