



# LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

## LaSalle Brings Financial Freedom to Material Handling, Forklift and Heavy Equipment Management Organizations



### Helping You Manage Today's Equipment Challenges

Working with capital equipment is increasingly complex with continuous technology improvements, escalating maintenance costs and regulatory issues. LaSalle Solutions knows keeping equipment fresh and in optimal working condition is important. Cash flow utilization and life-cycle management are keys to success and growing businesses.

LaSalle Solutions provides customers with life-cycle asset management for equipment of all types including material handling, forklift and heavy equipment. We provide our customers with the revenue cycle freedom to engage in new equipment and programs, and peace of mind knowing that their assets are managed properly.

By balancing the benefits of equipment residual value with the need to minimize repair and maintenance costs, LaSalle enables customers the financial ability to update their fleet of assets when needed, and to lower the cost of utilization over the lease term.

Over time, maintenance costs escalate, moving parts require replacement, and batteries begin to fail. LaSalle's unique processes allow customers to match lease terms to their useful lifetime requirements. Our programs help to establish refresh cycles before any unanticipated cost might arise through proper management of the asset's life-cycle. And with LAMP<sup>SM</sup>, our cloud-based management and reporting tool, customers track and view information for each asset and lease whenever they need to.

### People Process Technology

LaSalle works with our customers, listening to ensure we provide services to help alleviate burdens and improve processes. Through people, process and technology we provide strategic assistance, flexible solutions and maintain the highest level of customer service to meet your unique needs.

### Financial Freedom for Advancement

Financial freedom is important. With mounting projects and new equipment needs, looking to leasing makes sense in enabling positive revenue cycles.

LaSalle's services include an overall relationship for fiscal planning, capital budgeting, cash flow opportunities, cost accounting and strategies to deal with the need for greater efficiencies.

*continued on reverse*

**“LaSalle is bar none the best leasing company we deal with. We tried another lessor a few years back and though they only handled 5% of our leases, they created 95% of my problems. The LaSalle team is such a pleasure to deal with, they handle our lease documentation, tax revisions and invoicing very smoothly and without any issues or problems.”**

**Senior Purchasing Agent,  
Leading Building Material Manufacturer,  
customer 20+ years**

Find out how **LaSalle can help you start saving time and money** today!

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continued

**LaSalle provides solutions to help you manage today's challenges:**

- **Flexible financing options** – Fair and reasonable return, renewal or upgrade provisions that meet your needs. NO evergreen clauses, documentation, administration or UCC filing fees
- **Manage your revenue cycle** – Improve cash flow and conserve working capital
- **Optimize your process and reduce maintenance costs** – Limit replacement, repair and downtime costs
- **Manage equipment the way you want** – Lease different types of equipment with different terms according to your needs; develop, view and deliver custom reports, as you require
- **Maximize terms to meet your needs** – Fair and reasonable hourly usage parameters with additional usage buffer that eliminates or reduces costs for increased utilization over the lease term
- **Easily manage your leases and assets** – Online asset management 24/7, always available at your fingertips!

**“LaSalle has always provided us with great options and flexible leasing solutions that meet our plant’s mobile equipment usage needs. LaSalle has helped us tremendously through reasonable end-of-lease terms and how their people have helped to quickly resolve any issues.”**

Senior Global Commodity Manager,  
Large Manufacturer and Vehicle Supplier,  
customer 10+ years



## A Partner You Can Trust

Since 1980, LaSalle has created long-standing partnerships with its customers in many industries. In fact, LaSalle still works with its very first customer. If you're looking for a partner with a proven track record that continues to improve its processes to ensure we exceed our customers' needs, look no further. LaSalle enables:

**Single Source Solutions:** Providing you with a single provider for equipment acquisition, financing, maintenance management and disposal.

**Flexible Solutions:** Our team works hard to listen to your needs, providing the solutions to optimize your workflow whether through operating leases, management of assets or helping to cycle equipment within the best cost structure without nickel and diming.

**Easy to use cloud-based tools:** Monitoring and reporting of asset locations, lease schedule maturity dates, assets by serial number, type or manufacturer are a button click away.

**Cash Flow Optimization:** Peace of mind knowing your organization has the cash flow to focus on the many vital projects and programs for your team, while ensuring you have cost effective programs in place to provide you and your organization with the most up-to-date equipment as you need it.

LaSalle Solutions will help you keep current with equipment advancements, manage your revenue cycles and contracts, and create more efficient processes so you can concentrate on delivering the best services to your customers.

**People, Process and Technology working together to drive real savings – this is the LaSalle difference.**



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