

The LaSalle Perspective

Leasing Done Right

Are you getting **best value** from your equipment leases?

LaSalle Solutions can help you avoid some of the most common—and costly—pitfalls of leasing.

LEASING PITFALLS

NO TRANSPARENCY

Many lease agreements are overly confusing. The less you know about what you are agreeing to, the easier it is for some lessors to take advantage.

FINE PRINT

Some provisions aren't apparent when signing a lease. Beware of hidden clauses, excessive fees, and other unreasonable conditions.



THE LASALLE PERSPECTIVE

FULL TRANSPARENCY

We help educate you on how to properly utilize leasing and which types of assets to lease. We recommend what is best for you, not for LaSalle.

UPFRONT TERMS

We provide the full economics of the deal and quote based on residual values. We openly negotiate our rates and provisions, so you know the true cost of your lease.

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LaSalle Solutions

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The LaSalle Perspective

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LEASING PITFALLS

LOW VISIBILITY

Without a reliable way to track your leased technology assets, you are more likely to encounter costly repairs, unanticipated downtime, and missed end-of-lease dates.



NO REFRESH OPTIONS

Not all lease agreements have Technology Refresh options that enable you to upgrade old, outdated equipment before you've reached the end of your lease.



BACK-END COSTS

Many lessors enhance their yield through evergreen clauses (auto renewals) and other non-rent charges at the end of your lease, increasing your total cost by 25% or more.



THE LASALLE PERSPECTIVE

COMPLETE VISIBILITY

LAMP—LaSalle's industry-leading lease, asset, and maintenance contract management platform—gives you 24/7 visibility into your leased equipment portfolio from any device.

AUTOMATIC REFRESH CYCLES

We match lease terms to an asset's useful life and establish refresh cycles to ensure equipment is always up-to-date. No long-term commitments or risk of ownership.

NO BACK-END COSTS

Our lease rates are based on realistic resale values. The result is a total lease payment that is less than the equipment cost with no hidden details, clauses, or fees at lease end.

The Right Perspective Changes Everything

Learn more about the value of leasing with LaSalle Solutions at www.elasalle.com/leasing. View our videos at www.YouTube.com/LaSalleSolutions.



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