

grenke

revitalising reseller sales

www.grenke.co.uk

simplicity ●

proximity ●

excellence ●

integrity ●





empowering resellers with grenke
supplier finance

refresh your sales strategy



Say goodbye to slow sales and stagnant growth – refresh your sales offering and approach with flexible, fast, and personalized financial solutions from grenke.

how



Complete your sales faster by offering customers manageable payments over a fixed term.



Encourage customers to upgrade during their lease period, allowing for repeat business and enhanced customer satisfaction.



Access cutting-edge financial tools to simplify and speed up transactions.

**easy
cashflow
management**

**quick
decision
making**

**customisable
terms**

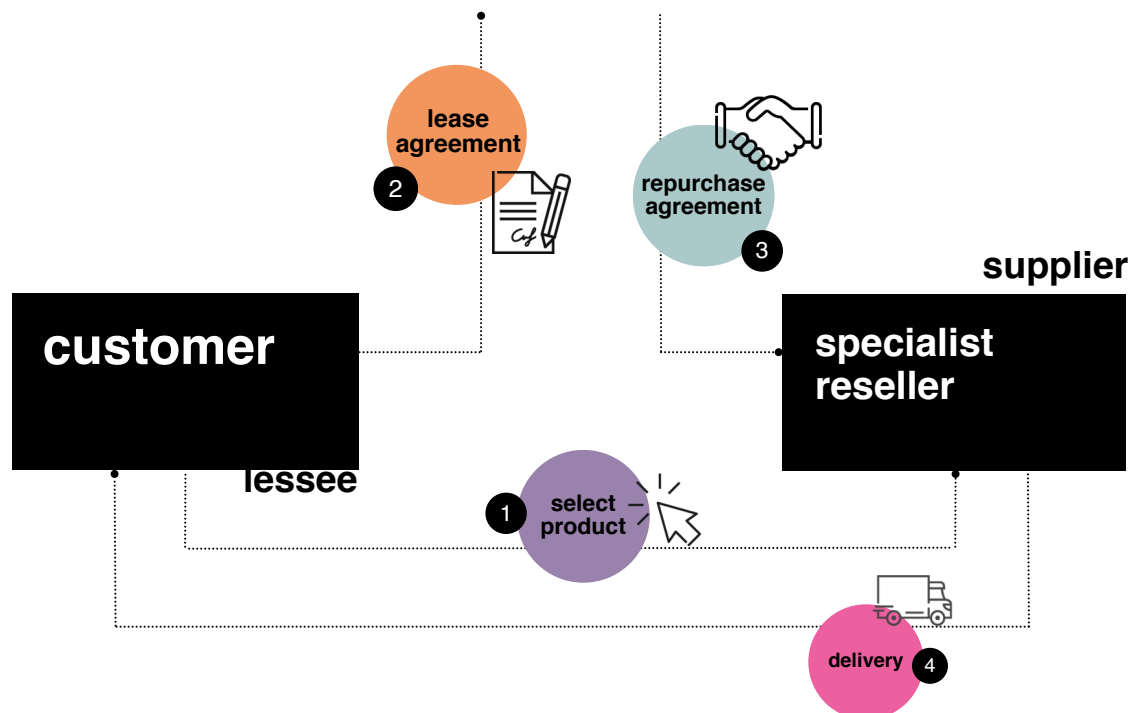


how it works

your guide to leasing

Leasing is simple: a customer selects your product and once the lease agreement is set up, and the equipment is delivered, grenke covers the initial cost. For the lease agreement period your customer makes regular, manageable payments. At the end of the term, you repurchase the equipment for a pre agreed amount. Your customer can offered an upgrade and a new lease can be arrange.

grenke



With leasing, you'll help customers access what they need today,
while building long-term partnerships for tomorrow.



we finance more than you think

grenke's bespoke financing
solutions are tailored to
your needs, no matter the
industry or product.



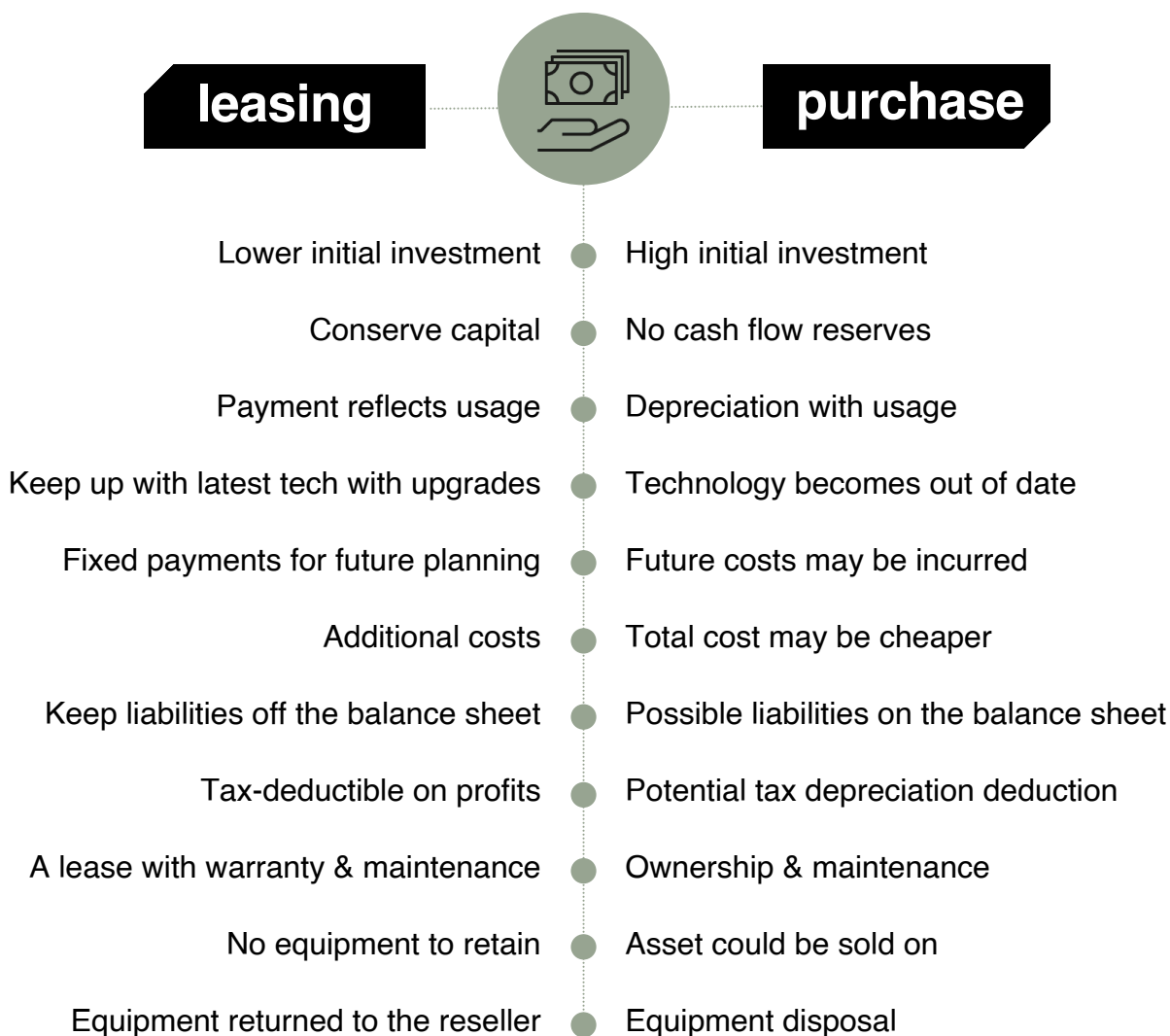
Our finance is applied to a broad range of products – from IT hardware to robotics, office furniture to electric vehicle charging points.

Whether in manufacturing, hospitality, medical or business services, grenke is committed to making assets accessible to SMEs in whichever industry they wish to thrive.

benefits



leasing solutions that work for you and your customers





simple tools

grenke provides the tools
and support you need to
accelerate sales and exceed
customer expectations.



Sales Support

We're a hands-on partner. From assisting in sales teams training to managing complex requests, our local teams are always available to help



Partner Portal

Create quotes, send requests, and manage contracts easily. The Go Partner portal is designed to streamline the process allowing resellers to focus on their business.



eSignature

Simplify the contract process with digital signatures, ensuring that deals are closed quickly and securely.



We understand our partners' challenges because we spend time getting to know them. It is these trusted, personal relationships that make grenke

truly unique. Our team works locally in the areas they know best, whilst drawing inspiration from global insights and expertise.



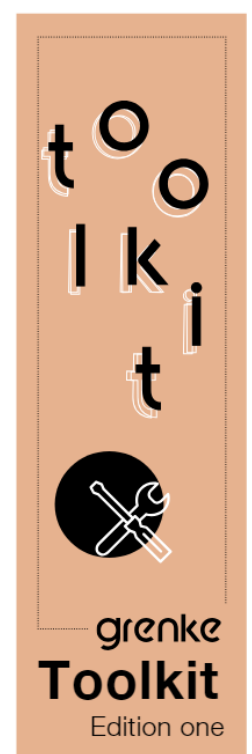
people who power grenke



our reseller toolkit

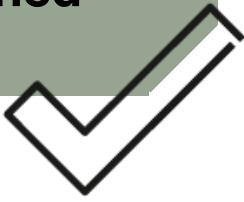
Looking for a simple explanation of a leasing sales model, quick access to GO Partner, or do you need information on the return of equipment? The toolkit tells all - compact and for handheld use.

Request one today.





**Delivery
Certificate
Signed**



commitment to your customers

every step of the way

Welcome Pack & Portal Access

Once your customer activates their lease by signing their Delivery Certificate, they receive a Welcome Pack with all essential details, plus access to their Customer Portal, where they can manage invoices, agreements, and track payments.

Ongoing Customer Care

Customers can easily contact grenke's customer care team via phone or online for queries or assistance with their contracts, payments, and equipment protection

End to End Service

From activating their portal to completing payment on a settlement, our customer care and accounts team guide your customers through every phase of the leasing journey

Customer Portal

Every piece of information relevant to a customers agreement, accessible from anywhere. Find your agreement details, payment information and invoices or perhaps you need to report a problem - all this can be done via the Customer Portal.



Customer Care Website

Customer Care is here to give your customers a clear picture of their agreement and simply, the answers they are seeking. Our team are only a call or a click away, if there are any queries not answered here.





grenke leasing Ltd is a leading UK provider of financial services, specialising in flexible and accessible IT leasing and financing solutions that empower small and medium-sized enterprises (SMEs) to grow and innovate.

As part of grenke AG, a global financial partner with a rich heritage of supporting SME growth, grenke leasing Ltd has been serving UK businesses since 1997.

Whether it's IT equipment, machinery, or other business-critical assets, grenke's tailored leasing solutions are designed to drive productivity and business transformation.

why choose grenke?

60

sales people to
provide personal
advice

10

branches in
the UK

2002

established in
the UK

150k

SMEs supported
with grenke finance
... and counting





At grenke, we believe there's a new way to think about growth; our aim is to open future-focused conversations as to how we support SMEs in achieving this; leasing supports the continual challenge of maintaining competitive advantage while keeping liquidity in the business.

For every business, there's a desire to improve their people's well being, performance and productivity by supporting them with the right equipment, technology and environment to unlock their business' full potential. At grenke, we're here to support this ambition, every day.

66%

agree leasing equipment is the smart choice in today's economy

Over half of equipment in SME business is sub-optimal

75%

say new assets and equipment would help re-energise their business

proud to support SME growth



Findings from the
New Lease of Life Report, 2024



**Steve Davis,
Office Evolution Ltd**

"Partnering with grenke and working closely with Bristol Branch Leader, Liam Coleman, has streamlined our operations. Trust and honesty on both sides have made this partnership effective, enabling us to manage both customers and suppliers efficiently."



Bernard & Oliver Henry,

Clarity Office Solutions (Penine) Ltd

"At Clarity, the family-like atmosphere mirrors grenke's approach. Our small, geographically close teams foster strong relationships with resellers. The grenke Leeds team is always available to provide assistance and honest opinions on deals, ensuring a relationship built on openness, honesty, and trust, rather than mere transactions."



**Nick Burke & Dushanka Popovska,
Almas Industries Ltd**

"Leasing is a key part of Almas' sales model, particularly the convenience it offers its customers as well as its own business. This sentiment of convenience is directly influenced by positive customer experience and the overall customer journey. "



**the smart
leasing
choice**



grenke

2 London Square | Cross Lanes
Guildford | Surrey | GU1 1UN

t +44 1483 401 700

e enquiries@grenke.co.uk