



**SONCELL
NORTH AMERICA**
A PUBLIC SAFETY COMPANY

MUNICIPAL FINANCE PROGRAM

WILL YOUR \$150,000 BUDGET STRETCH?

Option A

Cash Purchase Today



Option B

Soncell NA Municipal Leasing Program



WORKING TO MEET YOUR NEEDS

BUDGETING

- Spend a fraction of the day one purchase price for the equipment you need.
- Avoids large lump-sum outlays while offering period payments which improve agency cash flow.
- Avoids repercussions of unpopular tax increases or the expense and complexity of a Bond Issue.
- Lease APR compares favorably with Bond Issues when issuance costs and labor are considered.
- Leases that renew on a year-to-year basis, are funded from the annual operating budget are thus not considered debt. This keeps future bond alternatives open.
- Buy your equipment at today's prices and enjoy tax-exempt interest rates during the course of the lease.
- Newer fleet means better fuel consumption and lower costs.
- Maintenance budgets drastically reduced due to having newer vehicles with newer equipment installed by qualified technicians.
- Residual savings from returned vehicles can be rolled in to your next purchase rather than losing the proceeds to the general fund.
- Allows you to rotate your vehicles and equipment at the end of every period to new and improved models.

SAFETY

- Ensures your valuable personnel are always operating the newest and safest vehicles on the market.
- Newest vehicles include all the latest impact technology to keep your officers as safe as possible while on the road.
- Aging cars tend to be less reliable decreasing patrol time and putting them at greater risk of accident.
- Wear on aging vehicles creates potential for repetitive strain injuries.
- Ends the financial and operational obligation of keeping worn-out vehicles and equipment in service.

FLEXIBILITY

- Flexible packages for 2-4 years with a \$1.00 buy out clause.
- Lease documentation is simple and processes quickly. Staff time and soft costs are minimized.
- Early buy-out options available.
- Non-appropriation clause permits termination by lessee if funds for payments are not appropriated in subsequent budget year.
- No need for voter approval when compared with the uncertainty and expense of bond issue financing.
- Matches expected life of equipment to lease terms.





Y ASKED QUESTIONS

WHAT CAN BE INCLUDED IN THE LEASE PROGRAM?

Any vehicles and products that the agency wishes to lease can be rolled into the program. That includes all administration vehicles, specialty vehicles, and motorcycles if you wish. Furthermore, anything that is attached to the vehicle from equipment and cameras, to radars, warranties, and service plans, can all be rolled in too.

CAN I LEASE THE DECATUR AND PATROL POWER PRODUCTS IF I'M NOT LEASING THE VEHICLE TOO?

Certainly. Our flexible leasing program can adapt and shape to almost any requirement you have. If you want to replace your aging fleet hardware with the latest fully integrated Decatur video and radar system then we've got the lease for you.

DOES THAT ALSO INCLUDE MAINTENANCE PLANS?

Yes. Vehicle maintenance, oil change, and tire plans can all be purchased through the dealerships and rolled into the leasing program. They would then be stretched over the life of the lease. Conceivably the agency could be completely covered on the vehicle for 2-4 years in all aspects of maintenance and warranty until the next round of lease vehicles is ready.

WHO SUPPLIES THE VEHICLES THAT GO INTO THE LEASE PROGRAM?

The agency can choose where the vehicles are purchased, be it the state bid holder, from GSA (1122), or even the local dealer.

WHY SHOULD THE AGENCY PAY INTEREST THROUGH A LEASING PROGRAM RATHER THAN BUYING OUTRIGHT?

Apart from the clear advantages of being able to procure the same amount of equipment for a fraction of the day one purchase price, the interest incurred will be offset by the amount of money the agency saves when taking into account the increase in pricing on vehicles from year to year. The average yearly price increase has been 5-6% across the board.

HOW MUCH OF YOUR SERVICE IS SENT OUT TO OTHER VENDORS?

None. We're very proud of providing the best quality service in market so, except for the financing itself, we personally carry out all the work on the vehicles you order.

WHAT ITEMS ARE NOT INCLUDED IN THE INSTALL?

None. Once the vehicle leaves our facility it is ready to be prepared for in-service.

WHAT IF WE TOTAL ONE OF OUR LEASED VEHICLES?

You wouldn't be the first, and with leasing we provide you with a new vehicle with new equipment on a new lease immediately. Your insurance company will then cover the cost of the old lease while your officers stay on the road where they should be. If you buy outright you'd have to wait months for the insurance company to pay out before you could buy a new car.

GET IN TOUCH TO FIND OUT MORE



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