

NEWS IN BRIEF

them to a suitable broker who can manage the deal for them. Martin Nixon reiterates that UTB has no interest in taking customers away from its broker partners, and will go out of its way to help the broker retain the customer for the long term.

Especially important is the end-of-lease scenario, and UTB is committed to always letting the introducing broker know if there has been an early settlement enquiry, and UTB will usually offer settlement discounts to the customer to try to retain the business if they're settling as part of another finance package.

Go-to vehicle tax guide published



Richard Bunn

"The Complete Guide to Company Car and Van Tax" has been published recently by Eyelevel Books, in association with White Hot Vans (*), Toomey Leasing Group, carbon heroes, and KPMG.

Its author is the well-known "petrol-renal head" Professor Colin Tourick, and his book has been hailed as the "go to" manual for SMEs, fully updated to post-2014 budget, covering everything a fleet manager or company vehicle driver needs to know about tax including car and van benefit tax, fuel benefit tax, VAT, income tax, corporation tax, capital allowances, fuel duty, vehicle excise duty and national insurance contributions.

White Hot Van's director, Richard Bunn, said, "The book covers every decision you make about your fleet, the cars you choose, the method of finance you use and the way you pay for fuel and services and this all has a tax impact.

"As a fleet manager you need to understand how these taxes will affect the way you run your fleet. Ever since the CO₂-based car benefit tax regime was introduced fleet managers have needed to understand much more about the employer's tax position so they can make fleet policy decisions that their employees

will find acceptable," he said.

Professor Tourick stated, "Richard is a seasoned motor finance industry professional. He knows a great deal about fleet finance and everything there is to know about supplying vans on finance to SMEs, hence why I asked him to collaborate with me on the book."

Academy Leasing becomes an approved lease provider to the NHS

Academy Leasing has been named an approved lessor for equipment purchased by NHS hospitals and community care providers, by being appointed to the NHS Supply Chain's leasing framework agreement – an agreement providing NHS customers with access to leases via a select group of finance companies specialising in the healthcare market.

"We were assessed by the NHS Supply Chain on a range of criteria from quality of service and financial security to complaints handling and social values," said Academy Leasing Managing Director Michael Nolan.

"To be named one of only 12 approved lessors to the NHS is a tremendous honour, and helps cement our credentials as a market leader in equipment finance."

The framework agreement will run from June 1, 2014 to May 31, 2017 with an option to then extend for a further 12 months.

Toshiba and Shire's SME innovation

Toshiba Information Systems (UK) Ltd ("Toshiba UK") has announced the launch of an innovative online finance solution for small and medium sized businesses ("SMBs") offering flexibility when purchasing high-end laptops. Devices available as part of the initiative include the new Z-series range, featuring the Tecra Z40 and the premium Portégé Z30. This innovative programme has been crafted using Shire Leasing's Click2Finance platform, with Toshiba UK acting as introducer, and Shire Leasing Plc acting as principal and lessor.

From the user's point of view, Click2Finance (accessible at www.toshiba.co.uk/smb) is in essence an extra button that comes up alongside the normal Buy Now button. Its power is that it will allow SMBs to easily apply for finance when leasing products online, triggering a fully automated system that performs everything from online credit approval to e-signature of leasing documents and

online delivery confirmation.

"We're delighted to boost our SMB offering with the launch of this association with Shire Leasing," said Santiago Alviar-Baquero, Head of SMB and Distribution for Toshiba in Northern Europe. "SMBs don't just form an important part of our customer base, but also play a vital role in the wider economy. Despite this, they are often the most in need of financial support.

"Expanding upon our SMB offering with this new online finance solution is a significant step towards ensuring SMBs are equipped with quality yet affordable products, enabling them to be successful and productive while operating within a structured financial framework. Our Z-series range is built for mobility and flexibility, providing SMBs with the perfect devices to smoothly adapt to the Government's new flexible working legislation."

Vincenzo Scalzone, Sales Director for Shire Leasing, stated, "We're proud to be working with a leading worldwide brand like Toshiba to offer SMBs leasing via our Click2Finance platform."

This new proposal with Shire Leasing, which sits within the "Toshiba Recommends for SMBs" initiative, is the latest example of Toshiba's dedication to small and medium sized businesses. It follows past projects including the Get Modern with Toshiba campaign, designed to raise awareness of the benefits of upgrading from Windows XP following the end of support, and the Desktop Scrappage Scheme for SMBs, which offered SMBs £200 towards a new Toshiba Portégé Z930 Ultrabook in exchange for their unwanted desktops.

Aldermore IPO expected shortly

Talk of imminent flotation plans valuing Aldermore at up to £900 million has started leaking into the press, though there is nothing from the bank itself as yet.

For the asset finance industry it is heartening to read that the asset finance segment within Aldermore plays such a large role. Asset finance's share of the total income of the bank is £24.5 million, or 23 percent, for the financial year ending 31st December 2013, while its segment profit contribution, that's after its own direct expenses and bad debt provision, was £12.7 million, or 20 percent of bank's profits at that level. Looks like leasing and asset finance pays off!