

Leasing vs. owning

Which is right for you?

While there are benefits to both approaches, implementing a leasing strategy can often have some transformative impacts on your fleet's efficiency and cost-effectiveness.

Here are 3 key benefits to considering a leasing strategy for your fleet:

1 **Increasing cashflow:** Less dollars committed to purchasing vehicles means more dollars available to invest in higher ROI projects. Increased cashflow through leasing is delivered through several ways, by:

- Preserving capital otherwise spent on purchases
- Taking advantage of flexible interest rates
- Decreased tax burdens associated with monthly lease payments

2 **Reducing your overall TCO:** Removing the cost of your vehicles from your total cost of ownership can make a big difference. There are some simple reasons leasing can lower overall costs:

- Lower upfront costs by switching to monthly lease payments
- Net Present Values of cashflow cycles are typically lower
- Managed leasing programs can be 10-15% less expensive

3 **Fleet upgrades:** Leasing provides more control over the evolution of your fleet, allowing you to upgrade to newer vehicle models independent from your capital budgeting process. That means:

- The latest advancements, for both sustainability and efficiency
- Replacement strategies optimized for performance, not budget schedules
- Less age-related maintenance expenses

Why Element?

We are a trusted, innovative fleet partner that makes the complex simple. Our strategic advisors work side-by-side with you to design solutions that maximize value by reducing cost, increasing productivity and mitigating risk.