

Innervision - company profile

We are a specialist, independent lease management company. We work for and are paid by our clients, not the banks or leasing companies. We manage all leases (with the exception of aircraft and buildings) through full-lifecycle.

We optimise the value of your lease portfolio by:

- negotiating flexible and relevant terms and conditions
- maximising flexibility and minimising costs
- comprehensive recording and reporting of lease liabilities
- providing accurate and accessible management information
- pro-actively managing leases at every point of change over their full term

With the demanding financial requirements of today's markets it is vital that costs are managed and minimised with financial liabilities measured and recorded accurately. Leasing is a highly cost effective tool for funding assets and managing balance sheets, but

Why do you need us?

Most organisations do not have dedicated leasing professionals on staff with the necessary commercial experience. Within large companies the lease portfolio is often substantial but the management of leases is not centralised or pro-active, often with no continuity of responsibility. This leads to portfolio confusion, a general lack of management and control, and inaccurate reporting of lease liabilities. Inevitably, this results in higher charges being paid, unnecessarily increasing the cost of asset usage.

Why you should talk to us?

We pride ourselves in having a finger on the pulse of the leasing industry, keeping ourselves constantly updated on trends, current rates and changes in local and global market conditions. Our broad view and the speed with which we are aware of relevant changes give us a perspective that few are able to emulate. We have a long-standing reputation for professional equitable dealing with our clients and also banks and leasing companies. Our specialist involvement influences more balanced behaviour and leads to better long-term relationships. You will save time, have more detailed and accurate information and will reduce the cost of use for assets when we manage leases on your behalf.



it is also a minefield for the unwary. Even small to medium size leasing is a complex area requiring up-to-date specialist knowledge in order to ensure you are making the most of the potential benefits and savings that leasing delivers. Independent research estimates, that organisations with an un-managed lease portfolio are spending 5% to 10% more than they need to.

Who are we?

Innervision has been in business since 1992. Now based in Central London we manage a collective portfolio of thousands of client leases in the UK and Europe, containing a variety of assets with a combined purchase price approaching half a billion pounds. The specialist Innervision team has more than 80 years direct leasing experience. We are not brokers; we take no commission or other payment from the leasing companies. Our fees are paid by our clients and in all cases the direct financial benefit from our involvement far outweighs the amount we charge. We have developed our own lease specific management and financial reporting tool, LOIS (Lease Optimisation & Information System) which now underpins the service we provide to our clients.

Who are our customers?

We believe in long term relationships reflected by our longest standing client choosing to remain with us for 13 years. Innervision clients include:

- Capgemini
- 3M
- Heinz
- Lola Cars
- WH Smith
- Somerfield
- Historic Royal Palaces amongst many others

Our services include:

Lease Healthcheck

- collation of all details, contractual and financial, on your existing leases
- recommendations for remedial strategies to address any problem areas
- implementation of agreed strategies on your behalf

New Lease Requirements

- gaining an in-depth understanding of your leasing and financial reporting requirements
- matching each requirement to the most appropriate market option
- structuring and negotiating the best balance of price and contractual terms and conditions

Portfolio management

- continually optimising your portfolio relative to requirements
- maintaining accurate and up to date lease information within LOIS
- providing 24/7 access to LOIS through our website portal
- managing all points of change, planned or unforeseen, during the life of each lease
- providing telephone and on-site support
- attending regular internal and lessor meetings
- fully managing and protecting your leasing interests
- saving your time and giving peace of mind