



WALGA



NOW OPEN

NEW WALGA BUDGET PLANNER

Operating Leases to power stronger communities

MAIA
FINANCIAL

Maia Financial has been an approved provider of operating leases for WALGA members since 2019 for the provision of community and administrative equipment. The leasing facility is made available so that WALGA members can lease equipment at highly competitive rates and in accordance with WALGA approved terms.

WALGA BUDGET PLANNER

GET A QUOTE AT MAIAFINANCIAL.COM.AU

5 SIMPLE STEPS TO LEASE

1 GET A LEASE QUOTE

Get a quote at maiafinancial.com.au
If you need help call Elie Jarmache on 0439 664 238
or via email at elie.jarmache@maiafinancial.com.au

2 ACCEPT THE QUOTE AND ORDER

Once you've approved the lease quote, it is time to finalise leasing details including the services you want included.

Then it is time for you to order equipment from your chosen supplier.

3 DELIVERY AND START THE LEASE

We receive your supplier's tax invoice and provide you with a certificate of acceptance and 'rent notice'.

The supplier delivers your equipment.

4 CONFIRM AND START PAYMENTS

Once you inspect your order and acceptance documentation is signed, we will pay the supplier in line with the contract. Your rental payments to us commence from the start of the first month or quarter.

5 SERVICE AND SUPPORT

The equipment will be maintained in line with the services selected, with maintenance being packaged into our leases to maintain asset life.

Every 3-6 months, your Maia Financial specialist will review your account.

CALL 1300 134 214



Lease any asset from any brand

Upgrade equipment at the End of Term in order to get up to date with technological advancements



Dedicated contacts to support you

One main point of contact with a supporting client services manager and asset manager.



Free collection service when returning equipment

We will come to your institution so you don't have to worry about couriers.

TURN YOUR WISHLIST INTO A SHOPPING LIST

IF WHAT YOU ARE SEEKING IS NOT ON THIS LIST, REACH OUT TO US FOR SPECIAL PRICING

- EV Equipment
- Solar Panels
- Gym Equipment
- Pool Equipment
- Security Gates
- Desktop Computers
- Notebook/Laptop Computers
- Tablets/Mobile Devices
- Printers and Scanners
- Active Local Area Network Products
- Servers and Networking Equipment
- Uninterruptible Power Supplies (UPS)
- Modems
- Data Projectors
- Electronic Whiteboards
- Video-Conferencing Products
- Voice Communications Products
- Digital signages
- 3D Printers Virtual Reality Products
- Intangibles (Software/ Professional Services, Warranties, etc.)

WHY MAIA FINANCIAL?

GET A QUOTE AT MAIAFINANCIAL.COM.AU

OUR CONTRACT ADVANTAGES

CONTRACT ADVANTAGES

- ✓ **SELECTED AMONG THE BEST IN AUSTRALIA**
WALGA has done an extensive open market tender Australia wide, the result? Maia Financial is featured on their panel of approved financiers.
- ✓ **PREDICTABLE REPAYMENTS**
Allows you to manage the costs of ownership like maintaining equipment and ensure equipment is in constant working order.
- ✓ **LEGALLY VETTED DOCUMENTATION**
The comfort of knowing that WALGA set the T&C's with your interests in mind.

- ✓ **PRESERVE YOUR CAPITAL**
Leasing allows you to preserve your tactical cash and utilise your operating expenses to fund your lease repayments without the imposition of a high purchase price.
- ✓ **SPREAD CASH FLOW**
Spread cash flow over the life of the lease cycle, opposed to a large up front cost
- ✓ **REMOVE THE RISK**
Remove the risk of obsolescence and have confidence backed by the leasing structure.
- ✓ **FLEXIBILITY TO UPGRADE**
Equipment at end of term in alignment with newer technology upgrades.

EXTRA SERVICES

- + **OPTIONAL SERVICES**
Delivery, installation, and maintenance can be included in your end to end flexible lease solution, from delivery to disposal.
- + **FLEXIBLE FINANCE OPTIONS**
If you wish to explore other finance options outside the ICT lease, Maia Financial offers a range of solutions from sale and rent back, finance lease, and hire purchase.
- + **YOUR CHOICE**
Maia Financial can finance the assets of your choice down to make and model with attractive terms specifically designed to meet the needs of West Australian communities.

OUR SPECIALIST EXPERTISE



35+ YEARS OF EXPERIENCE

With over 35 years of experience as asset finance specialists, we have funded over \$6.5 billion worth of diverse assets.

SERVICE ORIENTATED APPROACH

We have a dedicated contract specialist ready to assist you with any enquiries. We've also built an electronic approval process to keep things simple. At the end of your lease, we offer a **free month of rental to help you reconcile your equipment before we collect it direct from your institution.**

SIMPLE LEASE EXECUTION PROCESS

Our lease execution process is simple and user-friendly. You will have access to an online quoting tool for **instant indicative pricing** and we have electronic signing to streamline leasing.

GOVERNMENT SECTOR FOCUS

Government sector focus, we have been selected as preferred leasing provider on procurement panels in various industries, including public health, local government authorities (LGAs), and public/private education.

ONE-STOP-SHOP

We offer a convenient one-stop-shop solution, providing the capability to fund all types of assets you may require.

MADE TO MEASURE FOR LOCAL GOVERNMENT

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YOUR END-TO-END SOLUTION

Knowing when to dip into your capital and when to leverage a full service solution like an operating lease could save you time and money, well beyond the lifespan of the asset. Partnering with Maia Financial from the beginning of the transaction allows your solution to be personalised for your goals and long-term capital requirements.

1. **We finance assets that other lenders reject**, which means we can help you when others won't. While other financial institutions fund standard assets, we understand your community is unique and requires diverse equipment and infrastructure that has a limited or unknown secondary market value. Maia Financial specialises in sustainable second life for assets of all kinds making us a truly asset agnostic financier.

2. **We finance assets that are new or part way through their life**, which means you can access funds for your community even after you've acquired the equipment you need.

3. **We invest our own capital in transactions**, that makes us invested in your success with dedicated support throughout the term of an agreement.

ONLINE CONTRACT MANAGEMENT

Working with us is easy, follow our step by step guide



[VIEW OUR USER GUIDE](#)

4 SIMPLE STEPS AT THE END OF LEASE

1 YOUR CHOICE

Three months before lease expiry, we will contact you with a reminder and an equipment listing, you can decide if you'd like to:

1. Return the equipment
2. Continue to casually lease for any period of time e.g. one quarter
3. Upgrade to new equipment
4. Purchase some or all of the equipment at market value.

2 WE COLLECT

Maia Financial will organise **equipment collection**. Preparation of assets is required in secure packaging to protect from damage during transport.

The date of the collection will be a date mutually agreeable within two weeks from the conclusion of the term.

3 INSPECTION & ASSETS CONDITION

Maia Financial conducts a review of assets to determine condition.

Maia Financial to cross reference asset register to the returned equipment and ensure it is all accounted for.



LET'S WORK TOGETHER

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