

FINANCING CASE STUDY

Church Replaces Boiler Without Earmarked Budget

No-payment promotional period lets church get much needed upgrade before budget is available

THE CHALLENGE

A broken boiler, a hard deadline, but no budget.

The boiler in a Delaware-based church recently failed, and replacing it was the only option. Unfortunately, the project was not budgeted. To make matters worse, the boiler serviced the building that was used for the church's school so the state set a hard deadline to replace it. Without any available budget, the church needed to complete the replacement now.

THE SOLUTION

The church had received several proposals and had been working with a local contractor on a service contract. At that time, Seiberlich Trane Energy Services, a Noesis partner, offered something no one else did: a way to finance the boiler replacement. In their proposal, Seiberlich included Noesis payment options, including an offer of no payment and no interest for six months. The church anticipated that they would soon get the budget, so this payment option allowed them to do the project now without paying any interest.

THE RESULTS

As Seiberlich's financing partner, Noesis secured financing approval for the church within four days, and the project was fully funded in two. Additionally, Seiberlich Trane Energy Services negotiated and completed a new service contract, and is now working with the church on other HVAC projects.



Simply put, if I didn't have the Noesis financing options, I wouldn't have been able to pull the project together.

— Jim Strusowski, Business Development, Seiberlich Trane Energy Services

PAYMENT OPTIONS

1

INVOICE Standard payment terms apply

Contact Jim Strusowski at jim.strusowski@seiberlich.com or for info

Project Cost
\$62,715

- OR - Pick a Payment Option That is Right for You*

Seiberlich Trane Energy Services has partnered with Noesis to offer the following flexible payment plans. The monthly payments are based on the financed amount of \$62,715.

- \$0 down, covers 100% of equipment & install costs
- Online application w/ 24-hour approval times
- Backed by the world's largest credit provider for commercial equipment

2

LOWEST PAYMENT 4.9% for 60 months

Conserve capital to operate your business with our lowest monthly payment option

Monthly Payment
\$1,181

VIEW >

3

SAME AS CASH 0% for 12 months

Pay off in 12 months with no interest

Monthly Payment
\$5,226

VIEW >

4

NO INT NO PMT No Payments for 6 months

Payoff in 6 months or convert to a 60-month lease in month 7 at competitive market rate

Monthly Payment
\$1,289

VIEW >

PROJECT SUMMARY

Replaced outdated, failed boiler with 97.2% efficient Lochinvar boiler, bringing the equipment to code.



Having the ability to provide a one-page business case that included our project quote and the Noesis financing options has greatly improved our sales process. We are able to differentiate ourselves from the stack of quotes on our clients' desks. The financing options give our clients the ability to complete a project today, not put it off for weeks or months.

—Shawn Doherty, Sales Team Leader, Seiberlich Trane Energy Services