



### 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

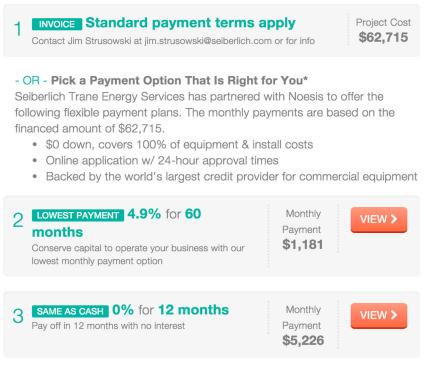
As Seiberlich's financing partner, Noesis secured financing approval for the church within four days, and the project was fully funded in two. Additionally, Seiberlich Trane Energy Services negotiated and completed a new service contract, and is now working with the church on other HVAC projects.



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



4 NO INT NO PMT NO Payments for 6 Monthly months Payoff in 6 months or convert to a 60-month lease in month 7 at competitive market rate

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Replaced outdated, failed boiler with 97.2% efficient Lochinvar boiler, bringing the equipment to code.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