



FORGET CAPITAL EXPENDITURE WITH OUR *PAY AS YOU SAVE* PAYMENT PLAN

Even the best qualified energy saving project can stop dead in its tracks because of the required capital expenditure, despite the long term benefit for a business.

We believe that the products we manufacture, sell and distribute offer the best possible energy saving potential. Similarly, Ivy is equally committed to promoting the environmental importance of reducing CO₂ emissions as part of its operational remit.

Our Products Can Cost Your Business Nothing Extra!

To maximise the benefit to our customers, our Pay As You Save (PAYS) payment plan enables companies to make monthly payments for the rental and maintenance of their chosen energy saving solution, via a tailored scheme that ensures the cost is covered out of savings identified via Ivy.

The best bit is that these savings will also show a clear and sustainable monthly surplus *after* your PAYS payment.

What Is The Process?

For the benefit of our customers we will always recommend a site survey to ensure the projected potential savings are as accurate as possible. This can involve taking energy usage measurements, identifying and recording where wastage is occurring, an accurate count of fittings or appliances and so on.

From this, we generate a comprehensive report outlining the survey results and potential savings. In some instances, these may also feature scenarios that capitalise on the unique features of Ivy's products.

Once these savings are mutually agreed and the product requirement fully defined, Ivy will then submit a report that also contains a PAYS plan that proposes how much the client will pay, in relation to their savings over an agreed period of time.

Overall Benefits of PAYS

The benefits of the PAYS payment plan are compelling. These include:

- Qualified savings projections.
- No capital expenditure on products.

- PAYS keeps the finance off the balance sheet as a monthly operating expense.
- 100% of this operating expense can be offset against tax, unlike capital expenditure.
- The product is paid for on a monthly basis from money that the survey qualified would otherwise pay for wasted energy. This energy saving investment does not add to the company budget.
- The repayment plan is tailored to measured, accurate and agreed savings.
- There is a monthly surplus of savings against the PAYS plan that can go back into the company pot.

A PAYS Example

After an initial meeting with a recent client, Ivy established that a mix of our products would substantially reduce their energy bill. The agreed findings of a FREE site survey demonstrated a potential electricity saving of -

£23,781 per year or £1,981 per month and 109,000 Kgs of CO₂ emissions.

Having worked out the capital cost of their equipment we then proposed a PAYS Plan requiring;

- 1).** An initial payment of four months in advance of £1,620.00 – this would still result in a saving of £361.00 in that month against the agreed savings.
- 2).** A further 20 monthly payments of £405.00 per month – resulting in additional monthly savings of £1,576.00 per month.

If you want to dramatically reduce your business energy costs and environmental impact in the easiest possible way, it PAYS to talk to Ivy!

Ivy Energy Saving Ltd is licensed to offer credit facilities by the Consumer Credit Council (License Number 622872). Acceptance onto the Pay As You Pay payment plan is subject to the relevant terms and conditions, a copy of which can be obtained from Ivy Energy Saving Ltd.