



## Is Ownership Transition Right for You?

We understand that commercial truck leasing is considered by many to be a high cost convenience. It's not-and we can prove it! For more than 30 years, Idealease has been the expert in efficiently transitioning private fleets of all sizes from ownership to full service leasing.



Our Ownership Transition program will minimize the cost of acquiring and maintaining a truck fleet while maximizing your ability to provide premium service to your customers.

### The Ownership Transition Process in Four Steps:

#### 1. Lease Program Options

We will help you select the best leasing option for your business. If you want to keep your vehicles off your balance sheet, a Full Service Lease (also known as an operating lease) is a great option. If you need to own your own truck for tax reasons or the truck application, our Full Service Equity Lease (also known as a capital lease) is the right choice.

#### 2. Fleet Valuation Assessment

We will analyze the age, size and configuration of your fleet. We can purchase your trucks and replace them with new vehicles or lease them back to you. If replacement trucks are needed, Idealease will ensure that we order the right trucks for your application.

#### 3. Maintenance Program Selection

If you have trucks that are less than a year old and the spec is correct for the application, we may offer our Guaranteed Maintenance program where all services are billed as work is performed.

**4. Relationship Orientation**

We will meet with your key personnel to review our support services and detail the road map to Ownership Transition. Ownership Transition can be a new concept so setting our mutual expectation upfront is critical to building a successful relationship that helps you serve your customers even better.

