

CHG-MERIDIAN UK awarded place on the CPC leasing framework

- **TENDER REF: CPC/RL/02/17**
- **OJEU DIRECTIVE REF: 2014/24/EU**
- **AWARD OF CONTRACT REF: CA4130**

- **Strong: Full marks for our quality of services and contract management**
- **Appreciated: Existing service relationship**
- **Experienced: 40 years of experience in the public sector**

Egham, September 18 2017

CHG-MERIDIAN, a non-captive specialist in technology management and finance has been selected as an approved Lessor on the leasing services framework offered by The Crescent Purchasing Consortium (CPC), one of the leading education framework providers in the United Kingdom.

With 37 sites in 23 countries, CHG-MERIDIAN offers non-captive solutions for the management and financing of technology investments to multinational companies, small and medium-sized enterprises and public sector institutions. With a focus on technology in the fields of IT, healthcare and industry.

Daniel Talhadas, Head of Sales Public Sector & Partner Management “After successfully supporting the UK public sector for over 35 years, CHG-MERIDIAN UK are pleased to announce we are one of a limited number of Lessor’s to be chosen by The CPC to join their leasing services framework. Education and public sector institutions are able to work with CHG-MERIDIAN UK knowing that we have been scored and approved to sit alongside the current equipment supply frameworks, enabling them to create and realise their technology asset life-cycle goals.”

In order to be successful CHG-MERIDIAN had to demonstrate our quality of services, contract management and where CHG-MERIDIAN UK can provide added value. By securing a place on the framework this allows education and public sector institutions to enter into a lease with CHG-MERIDIAN with the upmost confidence that they are doing so with an accredited supplier. CHG-MERIDIAN were awarded full marks for our quality of services and contract management, which equates to 90 percent of the total score.

Deputy Principal, further education and CPC member commented: “For us our IT provision is a large and continually rolling project; we constantly need to review the products, suppliers and replacement cycles of every piece of equipment. We source equipment through tendering and we market test for our provision of finance. For almost a decade we have developed our relationship with CHG-MERIDIAN UK and they have become our primary finance provider. We need to make the right financial decisions, and when you are in an established relationship you can hold sensible discussions and obtain the flexibility we feel is important to us. In our dealings with CHG-MERIDIAN UK we have never been stung by a cost at the end of term, despite the heavy use of our equipment. We are very busy with

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contracts around May/June time. CHG-MERIDIAN UK recognise and respond to the extra attention the College needs during this period. You don't always get that with a service relationship!"

The Public Sector team within CHG-MERIDIAN UK has over 40 years of experience helping those within the sector achieve their ICT refresh and financing goals. CHG-MERIDIAN UK considers the public sector a key market and has built up a considerable portfolio of ICT leased equipment in the UK as well as across Europe. In the UK alone, CHG-MERIDIAN leases IT equipment to more than 500 local authorities, schools, academies, HE/FE establishments, universities, and other public sector entities. CHG-MERIDIAN UK work to ISO principles and is a member of the Finance & Leasing Association as well as a recognised Lessor on a number of leasing frameworks with approved documentation and lease rates – particularly in the area of operating leases.

For more information please contact:

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CHG-MERIDIAN: The Company

CHG-MERIDIAN is one of the world's leading non-captive providers of technology management services to the IT, industrial, and healthcare sectors. With some 900 employees, CHG-MERIDIAN offers its customers comprehensive support for their technology infrastructure – from consulting, financial, and operational services to used-equipment remarketing services through its two technology and service centers in Germany and Norway. CHG-MERIDIAN provides efficient technology management to large, medium-sized, and small companies as well as government agencies. It now serves more than 10,000 customers worldwide, managing technology investments worth a total of over €4.6 billion. The online-based TESMA® Technology and Service Management System provides more than 12,000 users with maximum transparency in technology management. The Company has offices in 37 locations in 23 countries across the globe; its headquarters are in the southern German town of Weingarten.

Efficient Technology Management®