

A guide to

# Simplicity

in partnership  
with



**propel**

**chess**  **PARTNER**

# Introducing Simplicity

We've partnered with Propel Finance, one of the UK's leading business finance providers, to bring you Simplicity.

The sudden increase in homeworking has opened opportunities for Partners to supply the latest mobile technology, voice & data plans and more importantly, cost cutting opportunities.

Cash preservation is key to business longevity therefore Chess and Propel Finance bring you a compelling market leading proposition in the form of Simplicity.

Modern, simple and quick Simplicity cuts transaction times by up to 90%, for quicker decisions, more accuracy, increased margins, and better customer service.

## Partner Benefits

- **Improve cash flow** - benefit from enhanced credit facilities and market leading rates.
- **Customer retention** – keep your customers interested by cross-selling and upselling. We support Op-ex model perspectives, eliminating Cap-ex model restrictions.
- **Increase Sales** - Each lease contract generates cross-selling and up-selling opportunities with only small changes in the customers monthly payment.
- **Be competitive** – purchasing hardware from Chess to fulfil customer contracts attracts a subsidised interest rate.
- **Deliver exceptional customer service** – self serve with the Propel portal.
- **Cut transaction times by up to 90%** - for quicker decisions, more accuracy and increased margins.
- **Simple solution** - are your customers weary when it comes to leasing mobile devices? Simplicity has been created to make the whole solution simple.

## Customer Benefits

- **No waiting** – receive their equipment straight away.
- **Stay ahead of the curve** – always get the latest equipment – without the upfront cost!
- **Lower cost** – no upfront costs! Spread your costs in an affordable monthly rental.
- **Safe & simple** – fixed cost throughout leasing period, no changes to charges or unpredictability to watch out for.
- **Easy upgrade** – option to upgrade equipment before end of lease term separate to the Airtime agreement by simply restructuring the payment schedule.
- **Transparent pricing** – cost per user, per month.

# Why Choose Simplicity?

For a simple, fast, usable and functional sales solution choose Simplicity.

Leasing through Chess has a lot of advantages. The Propel Portal helps you close more sales quickly with instant credit decisions and electronic documentation. Our flexible approach to asset types, services and underwriting means we agree more deals for you.

We also offer market leading rates and reduced documentation fees to make the cost of acquiring your solutions for your customer as attractive as possible. Customers who choose to lease their capital equipment usually prefer to arrange their tech refresh with the same partner. This in turn provides additional sales for you as the upgrade process is straightforward and simple to complete.

Our underwriting policy is often used as a benchmark for customer's credit worthiness, thus avoiding any potential risk of bad debt. Our processes accelerate turnaround times, once an installation is complete raise an invoice and we'll process the payment on the same day.

## Leasing through Chess also brings these benefits:

- Competitive rates and no annual fee.
- No Document fees on transactions up to £2499. Document fee of only £25 on transactions upwards of £2500 (collected with the first DD payment).
- Ability to finance not just mobile hardware but a wide range of technology.
- Ability to support single handset leases with a minimum order value of £150.
- Lease term can exceed airtime contract length and vice versa. Flexible agreement profiles available between 12 and 36 months.
- Ownership options at the end of lease giving partner control of their customer.
- Multiple suppliers can be on one lease agreement.

Example:

Customer signs a 24 month agreement and requires 10 iPhones @ £719.00 each.

### Simplicity: Customer

Cost of hardware: £7190.00

Margin: £1500.00

Value to finance: £8690.00

Customer pays 24 monthly rentals of: £407.91\*

### Simplicity: Partner

Cost of hardware: £7,190.00

Margin: £0.00

Value to finance: £7,190.00

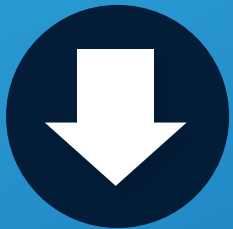
Partner pays 24 monthly rentals of: £338.72\*

\*All figures are exclusive of VAT, payable monthly in advance by direct debit, subject to satisfactory credit approval.

Administration charges may apply.

# How to Sign Up to **Simplicity**

Signing up to Simplicity is easy and can be done in **four intuitive steps!**



## Step 1

Register your interest with your Chess Business Development Manager.



## Step 2

**After discussing your requirements**, we'll arrange a meeting/site visit with Chess and Propel.

During this session we'll give you a **tutorial of the Propel Portal** and guide you through the necessary paperwork.



## Step 3

**Return all the paperwork** to your relevant Propel Finance Account Manager who visited your site.



## Step 4

**Upon acceptance**, Partner signs trading agreement with Propel Finance and users will be provided access and training on the Portal.

# Setting Up Your Customer's Initial Lease Agreement with Chess

So, once you're all established it's time to set up your customer's initial lease agreement with Chess.

Please note: Insurance cover is required on all leased products.



## Step 1

Complete the lease application with your customer using Propel on your desktop, tablet or smartphone.



## Step 2

**Generate the lease contract** and send to customer via E-Sign using the Propel Portal upon credit acceptance.



## Step 3

Notify your customer that they'll be invited to complete a quick security check to protect them from fraud. Once completed the customer will be presented with the electronic lease contract with a simple completion guide.



## Step 4

The contracts are then sent to Propel Finance who will check the documentation and then issue a purchase order to the partner.



## Step 5

The next step is to place your hardware order from the Chess Hardware Sales Team on **0808 115 8241** or via email **[hardware@chesspartner.co.uk](mailto:hardware@chesspartner.co.uk)**



## Step 6

Once the order has been fulfilled and the customer has received the hardware the partner raises an invoice to Propel finance. As soon as Propel have completed their delivery checks they will release payment to the partner.

# For More Information Visit

[chesspartner.co.uk/partner/airtime/simplicity](https://chesspartner.co.uk/partner/airtime/simplicity)

Or call our Sales Team | 0808 115 8241