

One.com

Asset finance- rental



Asset finance- Rental book development

one.com was a telecoms provider, with key focus on the provision of VSAT solutions. With an impressive base in retail and the corporate space - Weaver Capital consulted to them on the creation of a rental book, allowing the company to provide these solutions on rental to their customers

The solution included:

1. On-boarding large current customers
2. Creating branded rental paper on their own paperwork.
3. Arranging for funder discounts of this paper.

The result

The solution resulted in competitive advantage to the group, allowing rental discussions that enabled additional profits from the book, while providing more affordable solutions to its customer base.

The book also created an asset in itself- and is one of our key value propositions - creating a financial asset that enhances the balance sheets of our customers.