

Innovative financial solutions introduced by Siemens

Siemens has introduced a competitive range of commercial and payment solutions to help local authorities and traffic managers sustain existing traffic management programmes and update traffic equipment to make the most of the latest technology within significant capital spend constraint.

According to Richard Brown, representing Siemens Financial Services, local authorities are faced with unattractive payback periods or return on capital investment. 'Customers are unable to see a way to improve the effectiveness of traffic management systems, reduce risk and improve efficiency including the wider objectives such as carbon reduction targets,' he said.

'Siemens has always strived to deliver quality traffic solutions and service excellence but in the current climate of budget cuts and uncertainty, many of our customers are desperately looking for ways to deliver the services required of them with limited or even no funding.'

The new facilities range from payments plans and managed service arrangements to asset financing and budget release programmes:

Payment over time and pay as you use facilities

Compared to standard cash purchases, both solutions help customers acquire the essential assets without impacting on the budget and, potentially, they can provide accelerated investment payback periods from years to months. For example, with low start options, spread payments and payment deferrals, customers can overcome budget limitations and access future budget periods.

The concept behind pay-for-usage or outcomes and not ownership is at the simplest level to collect together all associated costs within a project and make a single regular payment for it. In addition, in certain cases a third party hosting or outsourcing company could be involved to turn this arrangement into something more aligned to the output of the assets funded under it, such as traffic enforcement.

Public/Private Partnership (PPP) arrangements

A one-stop-shop, risk-transfer equipment installation, maintenance, service and replacement programme that will ensure cost savings and accelerated replacement of ageing, failing or obsolete equipment. Specifically designed to assist customers acquire more energy efficient equipment where the energy savings could pay for the investment.

Asset financing and budget release programme

The simple solution to stretch a budget by using leasing and other asset finance solutions. In qualifying cases, the opportunity to sell and leaseback already purchased equipment, which will provide the cash flow to kick-start vital projects.

'During these challenging economic times, Siemens is committed to helping customers find ways of carrying on business as usual,' concludes Richard Brown.

Notes to editors:

About Siemens in the UK

Siemens was established in the United Kingdom 168 years ago and now employs around 16,000 people in the UK. Last year's revenues were £4.1 billion. As a leading global engineering and technology services company, Siemens provides innovative solutions to help tackle the world's major challenges, across the key sectors of energy, industry and healthcare. Siemens has offices and factories throughout the UK, with its headquarters in Frimley, Surrey. The company's global headquarters is in Munich, Germany. For more information, visit www.siemens.co.uk

For more information, contact: Siemens Mobility, Traffic Solutions,

Head of Communications

Peter Preston
Tel: +44 (0) 1202 782390
Email: peter.preston@siemens.com

PR Account Manager

Julian Gollogly
Tel: 07770 924441
Email: julian.gollogly@ntlworld.com

This press release can be found on the web at: www.siemens.co.uk/traffic



www.twitter.com/Siemens_Traffic