

## Optimize your Minority / Diversity Spend credits



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# Lease Finance Services

- ⇒ **Equipment Leasing is one of the most efficient ways to accelerate your Minority / Diversity Spend.**
- ⇒ **Blue Sky can provide immediate support for utilizing the most cost effective M.B.E. Lessors**
- ⇒ **Blue Sky can provide detailed Quarterly and Annual M.B.E. spend reporting**

**Blue Sky develops and implements lease strategies and programs with best practices covering a diverse range of asset classes and credit profiles.**

**Blue Sky's GPO leverage provides real-time insight to a one trillion dollar leasing industry that yields immediate and long term savings for members with domestic and international requirements.**

**Blue Sky provides members with independent, unbiased advice, services and systems to secure leasing solutions at a reduced cost with increased financial flexibility.**

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## Recent Client Savings

- ◆ **Negotiated a 23% savings on a \$650,000 end of term purchase option**
- ◆ **Reduced lease factor by 227 basis points on a \$5.5m lease for a \$93K savings**
- ◆ **Reduced lease factor by over 150 basis points on \$10M portfolio \$101K savings**
- ◆ **Negotiated \$1.2M savings on end of term buyout for medical equipment**
- ◆ **Negotiated a 12 month lease extension that resulted in \$127,000 savings**
- ◆ **Negotiated return provisions to save well over \$400,000 on a \$5.5M portfolio**
- ◆ **Eliminated interim rent that saved a client in excess of \$250,000**



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