

Enviro - Waste



Enviro-waste is a UK provider of waste and recycling consultancy working to reduce costs by establishing sustainable and cost-efficient schemes, which frequently include capital equipment, for Enviro-waste's customers within the commercial property market. These customers primarily include Shopping Centres, Retail Parks, Offices and Industrial Units.

The Challenge

Enviro-waste saw the advantages of sales-aid leasing as opposed to outright capital purchase for their clients, but were also aware that they needed a provider who went beyond simple box-ticking and score tallying. There was a requirement for a finance provider who would be happy to actively support the sale itself, defining, explaining and tailoring the leasing agreements available while Enviro-waste focused on the actual operational requirements. The leasing partner would then be needed to follow up and ensure every stage of the leasing process was completed to the satisfaction of Enviro-waste's corporate customers in a timely way.

The Solution

Tower's 'extra-man service approach' meets Enviro-waste's marketing need. Having an account manager who is fully harmonised with their organisation lends a positive and professional element of support to sales activity and 'closure'. The philosophy of adopting a 'can do' attitude, including attending customer meetings and answering subsequent queries, translates into happy customers and a very successful business approach.

The Result

With the upsurge in environmental awareness over the past decade, Enviro-waste has been naturally keen to develop the leasing opportunity to the full. Enviro-waste, supported by Tower, has been able to fund waste and recycling cost reducing equipment within existing budgets and cash flows.

The Tower Difference

Putting our personnel at the heart of your organisation means that you have a lease finance provider who understands exactly what is needed to ensure high professional standards and end-user satisfaction. That's why we put our emphasis on people and relationships, in both our work with equipment suppliers and our Funders. The resultant care, passion and commitment ensure that we deliver... consistently.