



MIKE ALBERT



FLEET LEASING & FUNDING

Take control of your fleet costs with a custom financing strategy.



Our commercial leasing and fleet financing pros customize a funding strategy to your specific business goals and financial parameters—making vehicle acquisition affordable and hassle-free. Mike Albert is a single-source provider for all your leasing needs—acquisition, upfit specifications, and management—so your organization receives one simple invoice for vehicles, upfits, branding, and add-on services with no hidden fees.

Flexible leasing, tailored to you

We offer a custom funding strategy with flexible leasing terms aligned with your financial goals:

- Choose from open- and closed-end leasing options that can free up capital for core business operations.
- Match lease terms to actual driving habits, allowing you to pay only for the portion of the vehicle you use.
- Preserve lines of credit and align with EBITDA.
- Retain capital needed to invest in technology or other parts of your business.
- Compare flexible terms so you can acquire vehicles to support the demands of your business.

We offer a strategic, not transactional, partnership because there is no one-size-fits-all approach to fleet leasing: Our recommendations are based on what your fleet needs, not what we need to sell you. Whether you're purchasing new vehicles, replacing used ones, or recapitalizing, we carry out a full assessment using all available data to find a lease that will have an immediate positive impact on your business.

Unlock cash with purchase leaseback.

Are you looking for a cash infusion to help strengthen your core competencies? Let our data analytics team run an analysis to see how much equity your fleet has. From there, we can buy out your vehicles and lease them back to you, for a quick cash infusion.

Lease options that fit your business

Closed-end lease. Simply return the vehicle at lease-end with no resale obligation. To meet your specific mileage needs, we offer two programs: mileage credit and unlimited mileage.

Open-end lease. Leveraging an open-end lease structure to limit capital outlay allows a large portion of the fleet to be cycled while preserving your funds for other projects. At the end of your lease, you have a number of options. The vehicle can remain on lease until you are ready to dispose of or replace it, you may purchase the vehicle or arrange for a sale to a third party such as a driver, or you can turn it in for our remarketing experts to dispose of on your behalf—if the market value exceeds the vehicle’s depreciated book value, you receive the surplus proceeds; if the market value is less than the depreciated book value, we invoice you for the difference.

An open-end lease may be the best solution for your business if:

- Your vehicles have been upfit or customized for industry specific needs.
- Your fleet has frequently changing needs or inconsistent driving patterns.
- Your fleet vehicles and other assets are subjected to rough usage.
- You’re a private equity-owned company.

To better fit your financing preferences, we offer two types of rates on our open-end leases: floating and non-float.

BENEFIT	CLOSED-END LEASE	OPEN-END LEASE	PURCHASE
Total control of asset	✓	✓	✓
No cash down payments and flexible monthly payments	✓	✓	
Only pay for what you use	✓	✓	
Financing handled by lessor	✓	✓	
No administrative burdens	✓	✓	
Maximum safety, productivity, & resale value	✓	✓	
Maintain brand image with newer vehicles	✓	✓	✓
Predictable total cost of ownership	✓	✓	
Resale market protection	✓		
Take advantage of incentives	✓		

Cycle out vehicles before operating costs exceed value.

Implementing a proper vehicle life cycle involves cycling out a vehicle before the cost to operate it exceeds its value, while strategically planning its replacement to get the lowest acquisition cost possible. We evaluate total cost of ownership (TCO)—acquisition costs, maintenance expenses, fuel consumption, depreciation, and resale value—to allow you to experience:

- Reduced downtime.
- Lower maintenance costs.
- Improved resale value.
- Cost-efficient acquisition prices.
- Improved fuel efficiency.

Your complete fleet management partner

Driven by Fleet Science®, decades of industry experience, and a commitment to the highest quality service for fleets of all sizes, Mike Albert is your trusted end-to-end fleet management partner. From acquisition to remarketing, our team of fleet experts support you to control costs, improve driver safety, and keep your fleet ahead of the competition.