



UNION
LEASING

A Sasser Family Company



WESTERN HEALTHCARE ALLIANCE

Fleet Leasing & Maintenance

**What makes Union
Leasing different?
Just about everything!**

When your leasing partner knows your business as well as they know leasing... **That's the state of the union.**

We understand managing your fleet can be time consuming and expensive. WHA partners with Union Leasing to help ease the stress of managing your fleet. Union Leasing's personal service, care, and expertise allow you to rest easy, knowing that everything will be done right, your concerns are addressed, and you'll have more time to focus on your business.

Union Leasing offers industry-leading technology, a wide variety of innovative products, and years of experience and industry expertise. But what really sets them apart is the high-touch, individualized personal service they provide each client. At Union Leasing, you know the person on the other end of the phone, and that person knows your business. And they know how to take care of your most urgent challenges, complex decisions, and long-term planning so your fleet will run more efficiently and effectively.

Leasing vs. Ownership

Does leasing make sense for your organization? It's an important decision and can be complicated. Union Leasing's experts can walk you through all the variables to consider so you can balance the benefits of both ownership and leasing to ensure you can make the right decision for your organization.



Partnering with **Union Leasing** offers great benefits for WHA members



- ▶ **Reduced Costs** – Leasing a fleet of vehicles can be more cost-effective than purchasing them outright, particularly for businesses with limited budgets. Leasing eliminates the need for a large upfront payment, and the monthly payments can be lower than a loan payment.
- ▶ **Access to Newer Vehicles** – Leasing allows businesses to access newer and more reliable vehicles, which can reduce maintenance costs and downtime.
- ▶ **Flexibility** – Leasing allows members to adjust their fleet size and composition as needed, without the long-term commitment of owning vehicles.
- ▶ **Reduced Administrative Burden** – Union Leasing can handle maintenance, repairs, and other administrative tasks related to the vehicles.
- ▶ **Medicare Benefits (healthcare businesses only)** – Lease payments may be included as an allowable cost on the hospital's Medicare cost report.

“Union Leasing has been a valuable partner in assisting Family Health West in the procurement and management of our fleet of vehicles. They have consistently provided us with excellent customer service and delivered solutions for our unique needs. We value our relationship with Union Leasing and look forward to continued collaboration.”

– Family Health West



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Union Leasing also offers **add-on services** to take even more off your busy plate.

Fuel Management Program – Union Leasing’s Fuel Management Program does a lot more than just help manage fuel costs. It also helps make your job easier. Accessing real-time data provides live updates on transaction activity, history, and purchase details, so you can manage your fuel card spend while lightening the administration workload. The Union Leasing Fuel Card gives your drivers the freedom to get fuel at just about anywhere in the US.

Maintenance & Emergency Roadside Assistance Programs – With Union Leasing, you can choose from a variety of options that work for your business and budget. You’ll never pay for anything you don’t need or go without services you do. Your dedicated Account Manager will work to ensure you have the best maintenance program.

- ▶ **Preventative Maintenance Program** – Keep your fleet in optimal running condition at minimal cost. Regular maintenance catches small problems before they become big ones, and ensures targeted maintenance is performed at the appropriate intervals. It also eliminates out-of-pocket expenses for drivers.
- ▶ **Emergency Road Assistance** – Everything is covered under this 24/7 program, from running out of gas, to flats, and other repairs, so you never have to worry.
- ▶ **National Accident Program** – If one of your vehicles is in an accident, you can rest assured that they’ll get a safe vehicle to your driver as soon as possible.

Titles, Tags, & Tax Management – Taking care of titles, tags, and taxes is one of the most important responsibilities of any fleet management company. It requires an ongoing, dedicated commitment and attention to the smallest details to remain compliant. Union Leasing has developed a comprehensive three-part program to make certain your vehicles remain in good standing.

- ▶ **Title Management** – Every title is securely stored at their corporate office for safekeeping and quick, reliable turnaround.
- ▶ **Tag Management** – When it comes to tag management, timely registration is critical. They provide complete management of all initial tag procurements, documentation, and distribution.
- ▶ **Tax Management** – Union Leasing carefully manages administration of all applicable property, sales, and use taxes. Plus, tax fees for waste, tire, ad valorem, and excise taxes. They do it all for you, including filing the paperwork, paying the fees, and providing a smooth pass-through.

What really sets Union Leasing apart? High-touch, personal service, day in and day out, to ensure your business goals are met. Reach out today to see how Union Leasing can help you manage your fleet!

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