



Nilsen Long Term Rental Solutions Case Study

Client Brief:

Nilsen Engineering Services group provides substation test and maintenance works for major sites around Sydney, including Sydney Airport. With the growth of their business and an increase in the number of projects acquired, there is a natural increase in demand for test equipment.

The objective of Nilsen was to increase the amount of test gear available to support the sales of their services, while using the best solution available. The aim was not to be burdened by assets that were being non-utilised.

TechRentals Solution:

Non-utilisation of an asset is a painful and expensive burden, especially when we are looking at project based business models.

To maintain a healthy cash flow of money spent vs. money gained, TechRentals offered fixed monthly rental payments that were very competitive, especially in the space of Long Term Rental Solutions. With Nilsen Engineering Services, we were able to provide the best suited test gear for substation testing during the peak of project requirements which in-turn delivered a positive financial outcome.

Client Feedback:

"I have been working with Alicia from TechRentals for some months now exploring options for some substation test equipment we use within the Nilsen (NSW) Pty Ltd business.

From the outset, the service I have received has been really impressive. In a very short time frame I have received options for short term rental, long term rental, and rent to buy options for substation test equipment. This information was provided for two different brands of testers which was really useful in determining the best financial outcome for the business.

As we got further into the technical detail, Alicia was very helpful in facilitating responses from the TechRentals team to ensure the unit we were looking at had all of the correct options and capability for the work we do. In the end a rental option suited us best and thanks to TechRentals, our new substation tester is already out in the field generating revenue."

Ian Montague - Division Manager
Nilsen (NSW) - September, 2016

For more information, contact us today:



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