



fourways  
**4RENT**

THE FINANCIALLY FEASIBLE SOLUTION  
FOR ACQUIRING ASSETS RIGHT AWAY

**“RENT IT  
TODAY, OWN IT  
TOMORROW”**

## WHAT IS 4RENT?

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The Fourways Group 4Rent offering is an equipment and asset rental agreement option for the client to acquire Fourways Group products. It provides a viable solution for clients to fit-out their assets with HVAC systems from Fourways Group without expending large capital outright.

4Rent is not a finance option. It is an easy 30-60 month fixed-term payment agreement between a private financial institution and the client, with Fourways Group facilitating the process from application to the end of the pre-determined rental period, at which point the client takes full ownership of the equipment.



# HOW DOES 4RENT WORK?

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4Rent is the first of its kind in the South African HVAC market. Fourways Group facilitates the 4Rent process from start to finish.

The end-user is to be made aware of the 4Rent Option by the Dealer/Contractor. The Dealer/Contractor will invoice Fourways Group on our 4Rent Online Platform against the cost of equipment and supply a quote to the end-user – **this is where the margin lies!**

Provisional pricing can be done online through the platform i.e. Fourways Group 4Rent online platform to assess an indicative monthly instalment.



## The Application Process:

- 1 The quoted price from the Dealer/ Contractor is inputted onto the 4Rent platform to provide automated indicative instalment prices.
- 2 Upon client acceptance, the full application along with all supporting documentation is submitted through the platform to Fourways Group by the client.
- 3 The application then follows an automated process and is submitted to our third-party finance house partner to action or make contact with the client if necessary.
- 4 Approvals follow an internal vetting process between FWG and the finance house. Feedback on the application is communicated within 48 hours. \*Final decisions are made by the finance house based on the client's/company's risk profile.
- 5 Approval or feedback is communicated directly to the client (non-automated).
- 6 Rental agreements are based on the quote submitted. If the application is approved, equipment and product supply are then provided by Fourways Group following our standard company processes.

# USPS & BENEFITS

The **4Rent** option should be viewed as a product offering and value-add from Fourways Group.



Full warranty & labour subject to services.  
*\*Ts & Cs apply*



Owners can fit-out entire projects without capital outlay so cashflow is not affected



Owners leverage the full value of equipment without paying full cost upfront



No need for owners to apply for large loans from financial institutions



Simple, efficient and user-friendly online application process



The first of its kind in the HVAC & water-heating solutions market



Owners' buildings/assets access a higher standard of equipment and keep up with the pace of modern technologies



Energy-saving products reduce owners' monthly electricity bills for a faster ROI



Eco-friendlier buildings for owners with reduced carbon emissions

# DEALER/CLIENT FAQs

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## **How do I apply for 4Rent?**

Applications are done on the platform with a click, upload and apply process.

## **How do I check how much I will pay?**

Provisional pricing can be done/viewed online through the platform to assess an indicative monthly instalment.

## **Who qualifies for the 4Rent option?**

Fourways Group-approved clients with the capacity to install and manage larger projects as determined by Fourways Group.

## **How do I know if I qualify?**

If your account is in good standing with Fourways Group and if you as a key dealer can efficiently install and manage large-scale commercial projects with our product lines.

## **Will training on the FWG 4Rent platform be provided?**

Yes, training and sales support will be available from Anton Pieters, B2B Client Liaison Manager.

## **What is the approval/feedback turnaround time?**

48 hours.

## **How long are contract payment agreements?**

It is a 30-60 month fixed-term payment agreement.

## **Can I quote on any product?**

Yes, all products that are in the Fourways Group basket can be put forward on this offering.

## **How do I get paid for my project?**

You quote and we assist the client in the application process using your quote. You complete the project and FWG invoices the finance house. Fourways Group offsets the cost of the equipment to the dealer and pays the dealer the balance of the quote.



# CLIENT SPECIFIC FAQS

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## **Who is the finance through?**

A privately-owned independent financial institution that has partnered with Fourways Group to offer this amazing product.

## **Are the rates favourable?**

Yes, we offer highly competitive rates compared to those of large commercial banks.

## **Can I finance the installation portion only?**

No, the equipment is financed.

## **Why choose this option and not approach my bank?**

Our relationship and good standing in the industry have allowed us to be the first in our market to provide this offering. The financial institution that we have partnered with is providing a tailor-made financial solution best suited for our industry, at competitive rates. Many commercial banks will not provide asset finance and if they do, at very high rates.

## **POINT OF CONTACT**

B2B Client Liaison Manager, Anton Pieters will be the point of contact on all 4Rent applications and queries.

### **Contact details:**

Email: [anton.pieters@fourwaysgroup.co.za](mailto:anton.pieters@fourwaysgroup.co.za)

Cell: 083 408 2784





THANK YOU

fourways  
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