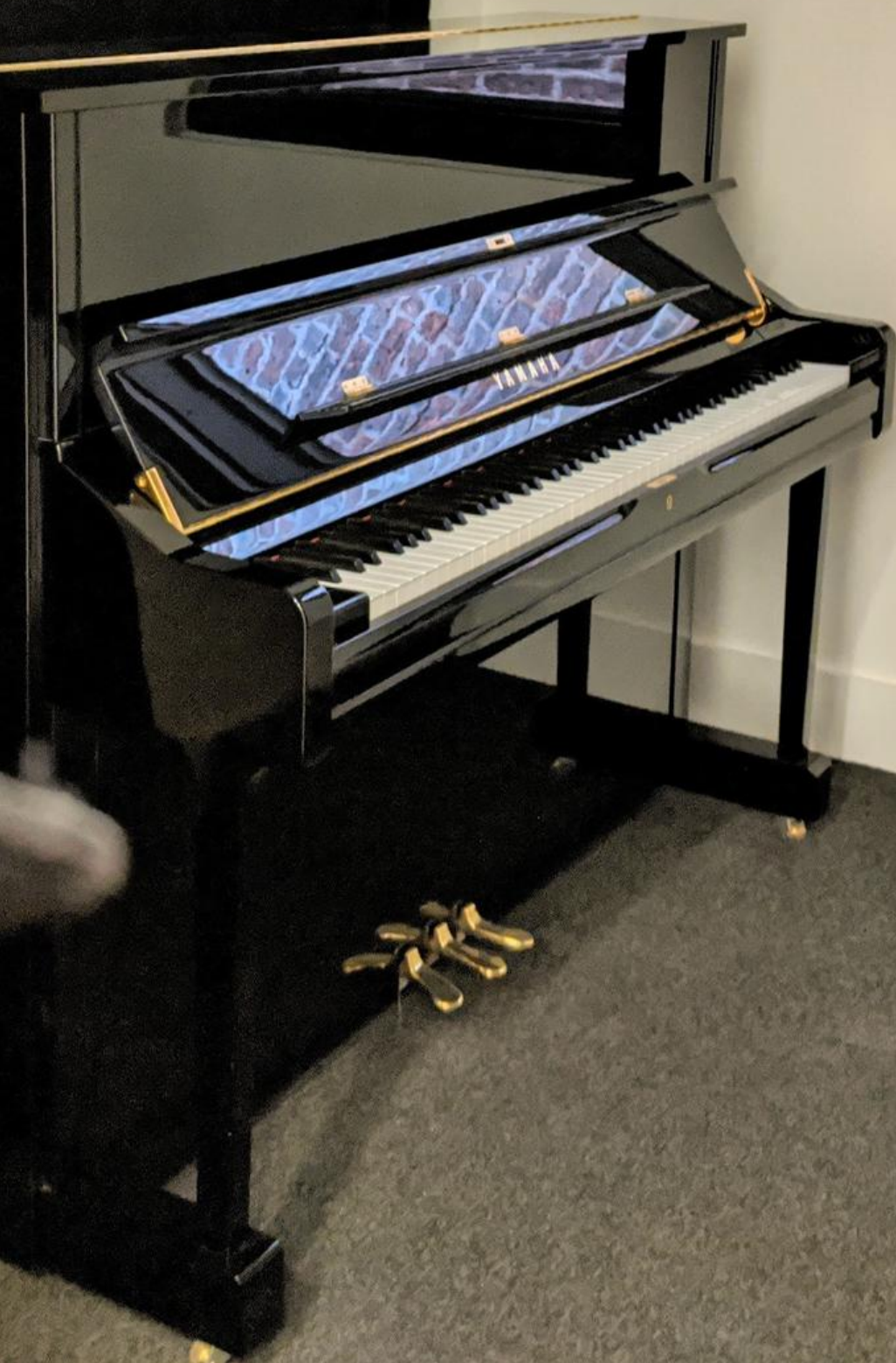


Piano Leasing for Music Schools & Music Tutors

An opportunity to acquire the
use of top quality piano(s) for a
low monthly rental





Musiq Group's Yamaha C3 piano on lease at Dartington Music School

INTRODUCTION

Musiq Group is the UK's only dedicated leased piano provider to the education sector including independent Music Schools and Music Tutors across the UK. We provide bespoke piano leasing solutions, we care about musical and educational benefits in tandem with the financial aspects, carefully balancing needs versus budget.

Each year commercial education professionals are being tasked to find a greater competitive edge and yet resources can be limited. The pianos needed to satisfy the demand for higher standards, greater competitiveness, and commercial growth, have inherent qualities which work against any business.....

- Each year they become increasingly more expensive and therefore, less accessible.
- Without planned maintenance they can deliver reduced artistic quality.
- As tastes and cultural trends change, yesteryear's piano stock may not be relevant to today's cohort of students.

Musiq's piano leasing service builds an essential bridge between when your business needs new pianos and when you can justify the cost.

A well-managed single leased piano or number of pianos offers the following benefits.....

- Eliminating the need for capital outlay whilst providing fixed monthly costs.
- Ensures that your pianos are always of the highest artistic quality for your clients.
- Resolves the issue of today's needs versus available budget.
- Make best-of-breed pianos affordable, accessible, and available.
- Empowers commercial professionals to focus on business opportunities and drive extra revenue.
- Guarantees future sustainability and flexibility.

financial benefits of leasing

Piano leasing is becoming an increasingly popular solution for many commercial education professional's to the financial benefits associated with leasing. With the continued ongoing strain on operating budgets leasing offers an easier way to obtain immediate access to a new piano.

WHY PIANO LEASING:



Immediate access to a high-quality piano

Acquire immediate access to a high-quality piano as opposed to being restricted by cash availability.



Improved use of resources

Without the need for large up-front payment to purchase a piano, this frees up resources for use elsewhere.



Tax efficient and balance sheet friendly

Lease rentals are treated as an operating expense and the lease is not recorded as a balance sheet debt.



Pay for pianos as you use them

You pay most costs monthly over time as they work (employees, maintenance, utilities etc.), why not treat pianos the same way.



Reduces the risk of ownership

Spread the cost of the equipment over its useful life and build in a natural upgrade path and combat obsolescence.

WHY MUSIQ GROUP:



Musiq Group is the UK's only dedicated leased piano provider

We provide pianos to so many music schools, music tutors and practise venues across the UK. Amongst our client base is Wimbledon Music School, Haycock Manor, Halle Concerts Society, St Peter's Anglian Church, Ulverston International Music Festival, Salvation Music Studios, Olby's Creative Hub, Salisbury Medieval Hall, Performance Preparation Academy and Petworth Festival to name but a few.



Musiq Group fully operates the lease....not a third-party finance company

Unlike other leasing providers the lease is with Musiq Group and not a finance company. Therefore, your entire relationship is with us.



Musiq Group provides the option to include tuning and servicing

A tuning and/or maintenance solution can be included in your lease contract from just one to several pianos to suit you. Our technicians have hundreds of years of experience between them and are highly adept at understanding the demands of commercial education use.

leasing vs. purchase

Our piano leasing service provides an alternative option to finding large capital expenditure to acquire a new piano. Leasing offers a fixed long-term annual cost over a desired term as opposed to the need for capital expenditures to acquire pianos.

Piano leasing enables “off balance-sheet” ways to gain immediate access from just one to any number of new pianos. This helps to keep debt-to-equity and leverage ratios low in institutions where unexpected capital expenditure is often required.

Our piano leasing service is designed to fit within operational budgets and can also include tuning and servicing costs if desired.

EXAMPLES FOR LEASING VS. PURCHASE - UPRIGHT PIANO

Kawai K-400 Upright
Purchase Price:

RRP £9,000



Yamaha U3S Upright
Purchase Price:

RRP £14,400



EXAMPLES FOR LEASING VS. PURCHASE - GRAND PIANO

Yamaha C3X Grand
Purchase Price:

RRP £36,347



Steinway Model B Grand
Purchase Price:

RRP £125,715



Note: The rates above are indicative examples and based on a minimum length lease term. All rates shown are subject to VAT. Whilst we provide these as a guide, individual institutions always benefit from free consultancy and advice to find the best solution.

leasing rates - new pianos

Musiq is brand agnostic and is fully able to provide all brands and models of new pianos to meet the client's particular preference. Below is an example of the most popular makes and models of pianos we lease to our venue clients. The monthly indicative leasing rate shown applies to the most cost effective make and model within the brand examples.

 Baby Grand SIZE: 5' 1"	<hr/> MONTHLY LEASING RATES FROM £150 Brand Examples: Yamaha GB1, Kawai GL-10 , Yamaha C1, Bechstein 167, Steinway S and similar
 Parlour Grand SIZE: 6' 1"	<hr/> MONTHLY LEASING RATES FROM £245 Brand Examples: Yamaha C3, Kawai GX-3, Bosendorfer 185, Bechstein P192, Steinway A and similar
 Grand SIZE: 6' 11"	<hr/> MONTHLY LEASING RATES FROM £595 Brand Examples: Yamaha S6, Bosendorfer 214, Fazioli 212, Bechstein 212, Steinway B and similar
 Concert Grand SIZE: 8' 11"	<hr/> MONTHLY LEASING RATES FROM £995 Brand Examples: Yamaha CFX, Bosendorfer 280, Fazioli 278, Bechstein D282, Steinway D and similar

upright pianos

MODEL	Yamaha B1 or similar	Yamaha U1 or similar	Yamaha U3 or similar
MONTHLY LEASING RATES FROM	£75	£125	£135

Note: The rates above are indicative examples and based on a minimum length lease term. All rates are subject to VAT.
Whilst we provide these as a guide, individual institutions always benefit from free consultancy and advice to find the best solution.

frequently asked questions

Is there an option to lease just one piano? _____

Absolutely. Every client we work with is equally important to us, so whether your need is simply one high quality ex-lease piano from stock through to several new pianos, we would be delighted to assist.

Is there an additional cost for delivery? _____

No, we provide free delivery for all leased pianos.

Is a deposit required for piano leasing? _____

No, a deposit is not required for piano leasing. The only payments are the lease rentals over your desired frequency from monthly, termly, quarterly, semi-annual or annual.

Can you relocate/remove our existing pianos? _____

Yes, after agreeing the supply of new pianos, Musiq can offer our services to remove/relocate any existing pianos.

What about tuning and maintenance? _____





Yes, we can build a tuning and/or maintenance solution into your lease for just one, or any number of pianos to suit you. Our technicians have hundreds of years of experience between them and have all worked in commercial environments.

Can you provide finance to purchase pianos? _____

Yes, alongside operational piano leasing services to the commercial and charitable sectors Musiq can also provide finance lease options if desired.

leasing rates - ex-lease pianos

Due to our ongoing and extensive renewal programme of pianos at our client schools and venues, Musiq always holds a large stock of ex-lease pianos immediately available for re-lease. All pianos are fully maintained, serviced, and, where necessary, rebuilt to the very highest of standards. These pianos can also form a part or the whole of your solution.

 Ex-lease Baby Grand SIZE: 5' 1"	<hr/> MONTHLY LEASING RATES FROM £125 Recently available ex-lease pianos: Steinway Model O, Yamaha C1, Kawai GM10, Yamaha GB1 and Steinway Model M
 Ex-lease Parlour Grand SIZE: 6' 1"	<hr/> MONTHLY LEASING RATES FROM £175 Recently available ex-lease pianos: Steinway Model A, Bechstein A190, Yamaha C3 and Kawai RX-2
 Ex-lease Grand SIZE: 6' 11"	<hr/> MONTHLY LEASING RATES FROM £425 Recently available ex-lease pianos: Steinway Model B, Yamaha S6, Fazioli 212, Bosendorfer 214 and Steinway Model C
 Ex-lease Concert Grand SIZE: 8' 11"	<hr/> MONTHLY LEASING RATES FROM £750 Recently available ex-lease pianos: Steinway Model D, Yamaha CFX and Bosendorfer 280

upright pianos

MODEL	Yamaha B1 or similar	Yamaha U1 or similar	Yamaha U3 or similar
MONTHLY LEASING RATES FROM	£65	£85	£95

Note: The rates above are indicative examples and based on a minimum length lease term. All rates shown exclude VAT.
Whilst we provide these as a guide, individual institutions always benefit from free consultancy and advice to find the best solution.

home hire for your students

Piano “Home Hire” for Students

As the UK's only dedicated piano leasing and hire company we lease and maintain pianos at many education institutions and music schools.

Musiq Group supports hundreds of adult piano students, and parents of younger piano students, with a piano rental for their home. With a quality piano for the home costing thousands to tens of thousands of pounds, our solution for home hire is very simple, flexible, affordable and accessible with monthly rentals starting at less than £50 a month.

The scheme is fully managed by Musiq Group, the only involvement required from the music school/tutor is to circulate details of the scheme to their students. The interested students or parents of students complete an online enquiry form and we take care of everything from then, ascertaining the student's requirements matched with what is feasible within their home/student accommodation space including arranging delivery.



other services

Piano “Event Hire” across UK

Musiq Group is the UK’s only specialist company dedicated purely to Piano Hire for all types of events across the UK.

We supply pianos for event hire across the UK and support this with logistics and piano tuning.

We have a fleet of over 50 pianos dedicated to event hire. A selection of our hire fleet includes.....

GRAND PIANOS

Steinway Model D
Steinway Model C
Steinway Model B
Bosendorfer 214
Fazioli F212
Yamaha C5
Yamaha C3
Kawai RX-2
Yamaha C1
Yamaha GB1

UPRIGHT PIANOS

Bechstein B124
Hoffman T128
Yamaha U3
Yamaha U1
Kawai KX-10
Yamaha P121
Kawai CX-5H
Yamaha C110A
Kemble CB12
Kawai CS-9T

DIGITAL PIANOS

Yamaha N3X
Yamaha CLP695
Casio AP470
Roland FP90
Yamaha P125
Roland FP50
Yamaha P45
Roland FP30
Yamaha N1
Yamaha YDP-145

A small selection of our clients we are proud to provide “event hire” piano services to:



Every client we work with is equally important to us, so whether your need is just a digital keyboard for a small event through to a full-size grand for a concert, we are here to ensure you have the piano you need.



Musiq Group's Yamaha U1 piano on lease at Skipton Music School

Above all, Musiq is about delivering the best results from the outset and dynamically every day thereafter: visibly when you need us, invisibly when you don't.

Every client we work with is equally important to us, so whether your need is simply one high quality piano from stock or a number of new instruments, we would be delighted to hear from you.

A small selection of venue clients we are proud to lease pianos to:



PLEASE CONTACT OUR EXPERT TEAM

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OR EMAIL

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FOR MORE INFORMATION ABOUT MUSIQ GROUP VISIT

www.musiqgroup.co.uk