



## *Piano Leasing for Education*

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An opportunity to acquire best-of-breed pianos without the need for capital investment







Musiq Group's Steinway Model B piano in the school chapel at Rugby School. This is part of our leased fleet of 17 pianos at Rugby School. Musiq Group also tunes 25 additional pianos owned by Rugby School as part of the lease.



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## INTRODUCTION

Musiq Group is the UK's only dedicated leased piano provider to Independent Schools, Universities, Academies, Conservatoires and Music Hubs. We provide bespoke piano leasing solutions to each institution, we care about musical and educational benefits in tandem with the financial aspects, carefully balancing needs versus budget.

Each year education professionals are being tasked to find a greater competitive edge and yet resources can be scarce, often inaccessible, and fiercely competed for. The pianos needed to satisfy the demand for higher standards, greater competitiveness, and cultural enrichment, have inherent qualities which work against an education institution.....

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

Musiq's piano leasing service builds an essential bridge between when an education institution needs new pianos and when they can justify the cost. Musiq's service offers an affordable and sustainable solution.

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

- Reducing capital outlay whilst providing fixed costs.
- Ensures that your pianos are always of the highest artistic and educational standard.
- Resolves the issue of today's needs versus available budget.
- Make best-of-breed pianos affordable, accessible, and available.
- Empowers education professionals to focus on teaching and creativity.
- Guarantees future sustainability and flexibility.

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# financial benefits of leasing

Piano leasing has become an increasingly popular solution for many institutions in the education sector due to the financial benefits associated with leasing. With the continued strain on resources leasing offers an easier way to obtain immediate access to new pianos.

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## WHY PIANO LEASING:



### **Access better quality instruments**

Acquire immediate use of higher quality pianos as opposed to being restricted by cash availability.



### **Improved use of resources**

Without the need for large up-front payments, 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**

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



### **Provides a fixed operating cost over a long term**

Our lease rentals are fixed over the entire term. With no annual increases this provides a static cost over many many years.

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## WHY MUSIQ GROUP:



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

We provide pianos to so many independent schools, universities, and conservatoires. Amongst our client base is the Royal Northern College of Music, Royal Conservatoire of Scotland, Bilton Grange Prep School, Kings School Canterbury, Harrow School, Rugby School, Royal Hospital School, Whitgift School, St Faiths School, St Joseph's College, Framlingham School, Southampton University and Wellington College 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 for just one, or your entire fleet of instruments to suit you. Our technicians have hundreds of years of experience between them and are highly adept at understanding educational use.

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# leasing vs. purchase

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

Piano leasing enables educational institutions “off balance-sheet” ways to gain access to 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 departmental budgets and can also include tuning and servicing costs if desired.

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## EXAMPLES FOR LEASING VS. PURCHASE OF UPRIGHT PIANOS

Kawai K-400 Upright  
Purchase Price:

RRP £9,000



Yamaha U3S Upright  
Purchase Price:

RRP £14,400



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## EXAMPLES FOR LEASING VS. PURCHASE OF GRAND PIANOS

Yamaha C3X Grand  
Purchase Price:

RRP £36,347



Steinway Model B Grand  
Purchase Price:

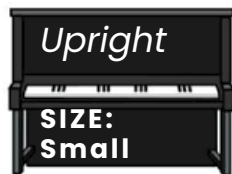
RRP £125,715



**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 provides all brands and models of new pianos. Below is an example of popular makes and models of pianos leased to education clients. The monthly indicative leasing rate shown applies to the most cost effective make and model within the brand examples.



**MONTHLY LEASING RATES FROM** £75

**Brand Examples:**

Yamaha B1, Kawai K-15 , Yamaha B2, Kawai K-200, Yamaha P116 and similar



**MONTHLY LEASING RATES FROM** £100

**Brand Examples:**

Yamaha U1, Kawai K-300 , Yamaha P121, Kawai K-400, Yamaha U3 and similar



**MONTHLY LEASING RATES FROM** £150

**Brand Examples:**

Yamaha GB1, Kawai GL-10 , Yamaha C1, Bechstein 167, Steinway S and similar



**MONTHLY LEASING RATES FROM** £245

**Brand Examples:**

Yamaha C3, Kawai GX-3, Bosendorfer 185, Bechstein P192, Steinway A and similar



**MONTHLY LEASING RATES FROM** £595

**Brand Examples:**

Yamaha S6, Bosendorfer 214, Fazioli 212, Bechstein 212, Steinway B and similar



**MONTHLY LEASING RATES FROM** £995

**Brand Examples:**

Yamaha CFX, Bosendorfer 280, Fazioli 278, Bechstein D282, Steinway D and similar

## digital pianos

MODEL	Yamaha P-145 or similar	Yamaha P-225 or similar	Yamaha YDP-165 or similar
<b>MONTHLY LEASING RATES FROM</b>	<b>£25</b>	<b>£35</b>	<b>£50</b>

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.

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## frequently asked questions

### *Can you remove our existing pianos?* \_\_\_\_\_

Yes, after agreeing the supply of new pianos, Musiq will offer our services to purchase and remove any existing pianos that are no longer required with a credit being applied to the new lease - in some circumstances this can offset a significant portion of your new commitment.

### *Can you relocate our existing pianos?* \_\_\_\_\_

Yes, following the decision to lease new pianos, many of our clients decide to retain their existing pianos for use in other areas on campus such as boarding houses or other rehearsal spaces. Upon delivery of the new leased pianos, our team can fully take charge of all relocation of existing pianos as required. We can also restore and repair your current stock using our in- house team of expertly trained and experienced technicians.

### *What about tuning and maintenance?* \_\_\_\_\_

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

### *Can you provide finance to purchase pianos?* \_\_\_\_\_

Whilst we believe that piano leasing will always provide the best long-term solution we can also provide finance lease options if that is ultimately desired. As we are the UK's only specialist company purely dedicated to leasing pianos, we can offer flexible and bespoke finance lease options not available anywhere else in the market.



*“The Main reason we want to work with Musiq is that we have found an organisation that understands music making, musicians and the resources required to inspire creativity. When it comes to Musiq, you’re not speaking to a bank, finance company, or manufacturer: you’re speaking to a music services company that shares musicians’ values at a profound level.”*

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**Royal Conservatoire of Scotland**

*“It’s been a cost-effective, sensible way to almost instantly overnight - improve the whole fleet of pianos. We now have good pianos across the school. Certainly, it’s been a tremendous benefit for us to work with knowledgeable people at Musiq in assisting with choice of instruments, what instrument might work well in particular buildings and spaces, and having confidence that the instruments that we now have are being extremely well cared for.”*



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**Harrow School**



*“At the Royal Northern College of Music, we believe and invest in the energy between students, artists, and audiences and we provide a rich variety of courses which train musicians to a professional level. Our partnership with Musiq is entirely in tune with our mission. Musiq provides world-class musical instruments for our teachers and students whilst delivering the highest level of integrated servicing and maintenance.”*

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**Royal Northern College of Music**

# what our clients say



# leasing rates - ex-lease pianos

Due to our ongoing and extensive renewal programme of pianos at our client schools and conservatoires, 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 of the whole of your solution.

<p><i>Ex-lease Baby Grand</i></p> <p><b>SIZE: 5' 1"</b></p>	<hr/> <p><b>MONTHLY LEASING RATES FROM</b>      £125</p> <p><b>Recently available ex-lease pianos:</b> Steinway Model O, Yamaha C1, Kawai GM10, Yamaha GB1 and Steinway Model M</p>
<p><i>Ex-lease Parlor Grand</i></p> <p><b>SIZE: 6' 1"</b></p>	<hr/> <p><b>MONTHLY LEASING RATES FROM</b>      £175</p> <p><b>Recently available ex-lease pianos:</b> Steinway Model A, Bechstein B190, Yamaha C3 and Kawai RX-2</p>
<p><i>Ex-lease Grand</i></p> <p><b>SIZE: 6' 11"</b></p>	<hr/> <p><b>MONTHLY LEASING RATES FROM</b>      £425</p> <p><b>Recently available ex-lease pianos:</b> Steinway Model B, Yamaha S6, Fazioli 212, Bosendorfer 214 and Steinway Model C</p>
<p><i>Ex-lease Concert Grand</i></p> <p><b>SIZE: 8' 11"</b></p>	<hr/> <p><b>MONTHLY LEASING RATES FROM</b>      £750</p> <p><b>Recently available ex-lease pianos:</b> Steinway Model D, Yamaha CFX and Bosendorfer 280</p>

## *upright pianos*

<b>MODEL</b>  <b>MONTHLY LEASING RATES FROM</b>	<b>Yamaha B1 or similar</b>	<b>Yamaha U1 or similar</b>	<b>Yamaha U3 or similar</b>
	<p><b>£65</b></p>	<p><b>£85</b></p>	<p><b>£95</b></p>

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.

# other services

## *“Event Hire” for Education*

**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 to independent schools, universities, and conservatoires nationwide and support this with logistics and piano tuning.

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

### **GRAND PIANOS**

Steinway Model D  
Steinway Model C  
Steinway Model B  
Bosendorfer 214  
Fazioli F212  
Bechstein B190  
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 CLP765  
Casio AP470  
Roland FP90  
Yamaha P125  
Roland FP50  
Yamaha P45  
Roland FP30  
Yamaha NI  
Yamaha YDP-145

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



Every education 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 C3 piano on an "event hire" at Dartington Summer School.



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*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 fleet of new instruments, we would be delighted to hear from you.*

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



**PLEASE CONTACT OUR EDUCATION TEAM**

01227 637670

OR EMAIL

[office@musiqgroup.co.uk](mailto:office@musiqgroup.co.uk)

**FOR MORE INFORMATION ABOUT MUSIQ GROUP VISIT**

[www.musiqgroup.co.uk](http://www.musiqgroup.co.uk)