

WESLEYAN BANK



NEWBY CASTLEMAN

Newby Castleman case study

Accountancy practice Newby Castleman prides itself on its personal approach – and expects the same from its finance partners. That’s why senior partner Chris Castleman talks to Wesleyan Bank about taking out a business lease.

Newby Castleman initially began its finance relationship with Syscap. In 2016 Syscap became a wholly owned subsidiary of Wesleyan Bank which is part of the Wesleyan Group. Wesleyan provides tailored personal and commercial banking solutions to the professions, education and SME markets that span short and long-term loans and savings.

Leicester-based Newby Castleman provides financial services to businesses across a range of sectors. “Our objective is to deliver a one-to-one service,” Chris explains, “We understand our clients, and deliver the right advice at the right time.”

The practice is a Sage-accredited IT adviser, so it’s essential that employees have access to the latest

IT equipment. “Our business is fully computerised,” Chris says, “but with shortened IT lifecycles and emerging technologies, acquiring cost effective equipment is becoming more of a challenge.”

“Like many professional businesses we enjoy a degree of esteem in the marketplace,” explains Chris, “and it’s great to receive a service that recognises this fact when it comes to credit facilities and general customer service. “For this very reason, Wesleyan delivers a bespoke business lease service for the professional practices sector, with finance packages such as Professional Interim Finance Facility (PIFF).

So what advice does Chris have for clients thinking of taking the plunge with new IT? “If you’re IT-enabled then make sure your investment is an asset, not a liability. There’s no such thing as a one-size-fits-all solution, so consultation and good advice are always essential – that’s why we lease with Wesleyan and recommend them to our clients.”

As Chris explains, “Our major goal is to deliver the best advice and develop the one-to-one service our clients enjoy today. It’s the secret of our success, and Wesleyan is helping us to keep it that way.”



we are all about you

