



Value-added relationship puts LaSalle on top with NIBCO, Inc.

NIBCO, Inc. has 18 facilities and more than 3,000 employees worldwide, with a centralized Information Services team at the company's world headquarters in Elkhart, Ind.

"Our philosophy is to lease all our computing technology except our desktop PCs," says Jeff R. Miller, Manager of Technical Services. "It's a strategic decision that Chief Technology Officer Gary Wilson established in the mid-90s. With a

lease, you have the advantage of keeping your technology fresh; plus you have a level budget, and you can avoid large capital expenditures every five or six years to replace obsolete equipment."

NIBCO leases all its information technology equipment, including servers, disk and tape

systems, network gear and laptops.

Miller and John Greaves, Director of Information Systems, agree that an effective business strategy is to maintain a balance among leasing vendors.

"LaSalle makes it difficult to maintain a balance among vendors," Miller says.

"They do such an excellent job, it's like we're their only customer."

Team Effort

"LaSalle's excellence is a team effort," he continues. "NIBCO recognizes the value and support we get from the entire company, including accounting, lease administration, accounts receivable/payables and the Operations Manager, Jim Leve, who deals with returned equipment."

Equally important is that LaSalle offers leasing options other vendors do not, thus reducing NIBCO's total cost of ownership.

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Manager of Technical Services
NIBCO, Inc.



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“NIBCO isn’t accustomed to procuring used equipment,” says David Hackman, LaSalle Vice President. “Not long ago, when they needed to add some expensive equipment, we showed them IBM-banded (certified for manufacturer maintenance) tape drives that resulted in a 50 percent savings over the price for new equipment.”

Honesty and Integrity

But the true value of working with LaSalle goes far beyond the financial advantages, Miller says. He cites responsiveness, availability, and cooperation as some of the key factors that differentiate LaSalle from other companies. He notes that responses to RFQs take minutes (literally) to arrive from LaSalle, as opposed to several days from other companies. He also appreciates the honesty and integrity the company demonstrates in all its dealings with NIBCO.

“The people at LaSalle are very professional, very responsible and take their jobs very seriously,” he says.

“They’re a pleasure to work with.”

Best Value

LaSalle has been supplying IT equipment to NIBCO for about 10 years, and as long as they continue their service levels, Miller intends to maintain the relationship.

“We run competitive quotes on everything, because we try to be sure NIBCO gets the absolute best value for the dollar,” he says. “LaSalle isn’t always the absolute lowest-cost provider, but there is real value in the relationship and we’re willing to pay for it. We get more than our money’s worth.”

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For more information about how LaSalle Solutions can help optimize your equipment financing and management needs, contact us at 847.823.9600.