

CUSTOMER QUALIFICATION FORM – CONSUMER CREDIT

Version: 2019-02-08



CUSTOMER DETAILS	
Customer Name:	
Proposal Number:	
Registration:	

FINANCE NEEDS ANALYSIS		
Is the option of ownership of the vehicle at the end of the agreement important to you?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
How often do you typically change your vehicle?		Years
What is your anticipated annual mileage?		miles per annum
How much deposit are you looking to put down?	£	
What is your current / target monthly payment?	£	£
How many monthly payments are there outstanding on your current vehicle?		
Which bank/lender?		

Please use the product comparison guide overleaf to determine the ALPHERA Financial Services finance product(s) that may be most suitable.

FINANCE PRODUCT(S) PRESENTED		
Finance Product	Presented to customer?	Reason
Alphera Hire Purchase	Yes <input type="checkbox"/> No <input type="checkbox"/>	
Alphera Select (PCP)	Yes <input type="checkbox"/> No <input type="checkbox"/>	
Alphera Contract Hire	Yes <input type="checkbox"/> No <input type="checkbox"/>	

FINANCE PRODUCT DECISION			
Finance Product	<input type="checkbox"/> Alphera Hire Purchase	<input type="checkbox"/> Alphera Select (PCP)	<input type="checkbox"/> Alphera Contract Hire
Reason(s) for decision			

PLEASE READ BEFORE SIGNING: The information above is not an offer for finance, but will be used to find you a suitable finance package from ALPHERA Financial Services. The quotation that we subsequently provide to you may be different and will be subject to you meeting our underwriting criteria which will include an affordability assessment.

ACKNOWLEDGEMENT			
Dealer Signature:		Customer Signature:	
Print Name:		Print Name:	
Date:		Date:	

A copy of this completed document should be provided to the customer when they sign it.

ALPHERA FINANCIAL SERVICES

FINANCE PRODUCT COMPARISON GUIDE



The finance products detailed below are provided by ALPHERA Financial Services.

ALPHERA Financial Services is a trading name of BMW Financial Services (GB) Limited - Company registered number: 01288537. Registered office: Summit One, Summit Avenue, Farnborough, Hampshire GU14 0FB. ALPHERA Financial Services is authorised and regulated by the Financial Conduct Authority.

	ALPHERA SELECT (PCP)	ALPHERA HIRE PURCHASE	ALPHERA CONTRACT HIRE
Term	24-60 Months	24-60 Months	24-48 Months
Deposit amount	Any amount between 0% and 40% of the On the Road Cash Price.	Any amount between 0% and 80% of the On the Road Cash Price.	The advance payment can be either 1, 3, 6, 12 times the amount of the monthly rental.
At the end of the term of the agreement	You can choose to either part-exchange, purchase or return the vehicle.	You will own the vehicle outright at the end of the term of agreement provided you have made all the payments. You can either part-exchange it for a new vehicle or keep the vehicle.	Return the vehicle - hand your vehicle back. You can hire another subject to credit acceptance.
Min and Max Mileage per annum available	6,000 to 50,000 miles per annum You will need to carefully estimate your maximum mileage, as excess mileage charges may apply if you return the vehicle.	n/a	6,000 to 50,000 miles per annum You will need to carefully estimate your maximum mileage, as excess mileage charges may apply if you return the vehicle.
Max Total Mileage available	Up to 150,000 miles	n/a	Up to 150,000 miles
Option to purchase fee?	No	No	n/a
Credit Arrangement fees?	Credit Arrangement fees may apply. Please speak to your dealer for details	Credit Arrangement fees may apply. Please speak to your dealer for details	
BENEFITS TO YOU	Fixed Monthly Cost	Fixed Monthly Cost	Fixed Monthly Cost
	Typically lower monthly payments than Hire Purchase because a large final payment is required when opting to purchase the vehicle at the end of the agreement. The total amount payable is typically higher than Hire Purchase.	The total amount payable is typically lower than for Select (PCP).	Monthly payments fund the use of a vehicle for a set period of time but not the overall cost of ownership.
	Nil Deposit Available (subject to Underwriting approval)	Nil Deposit Available (subject to Underwriting approval)	Initial Rental as low as 1-month
	Part-Exchange, Keep or Hand-back at the end of the agreement	Own vehicle at the end of agreement, assuming all payments made.	Hand back vehicle at the end of the agreement
	Option to own vehicle at the end of agreement by paying large optional final payment and assuming all other due payments are made or Return the vehicle without paying the optional final payment, e.g. if vehicle is worth less than the optional final payment.	No large final payment at end of the agreement	No responsibility of ownership after the agreement ends No large final payment at end of the agreement
	Options to re-finance the optional final payment may be available at the end of the agreement, subject to credit acceptance at the end of agreement	n/a	No depreciation risk because you return the vehicle at the end of the agreement.
	Statutory right to make lump sum payments, make full early settlement and legal right to early termination (if regulated)	Statutory right to make lump sum payments, make full early settlement and legal right to early termination (if regulated)	VAT benefits for VAT registered businesses
THINGS YOU SHOULD KNOW	Large optional final payment at the end of the agreement if you opt to purchase the vehicle	n/a	You cannot keep the vehicle at the end of the agreement Limited options for early termination
	The vehicle will depreciate in value	The vehicle will depreciate in value	
	Cannot change agreement type	Cannot change agreement type	Cannot change agreement type
	Excess mileage/damage charges will apply if the total mileage on the agreement is exceeded or if the vehicle is damaged but only if you return the vehicle.		Excess mileage/damage charges will apply if the total mileage on the agreement is exceeded or if the vehicle is damaged but only if you return the vehicle.