

Fire and Life Safety Installations

Local business leverages Johnson Controls Capital funding



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When starting up a small business in Wagoner, Oklahoma an entrepreneur ran into a major speed bump when they did not have the upfront funding necessary to purchase and install the required fire sprinkler or fire alarm systems to open their business's doors.

In the meantime, the entrepreneurial business leader improvised, selling their products directly outside of the building. To move operations indoors, Johnson Controls was there to help determine the right approach to funding the critical systems.

JC Capital funding options help businesses start on the right foot

While working with the Johnson Controls Fire Protection team to procure fire sprinkler and fire alarm systems aligned to the business's unique needs, funding presented itself as a clear challenge. City of Wagoner laws state that a business cannot open until a sprinkler and fire alarm system is installed and the upfront capital earmarked for the critical fire and life safety systems was taking longer than anticipated to come through.

Having worked with the business from the outset of planning

Case study



its fire safety system, Johnson Controls was aware of the funding challenges and ready to work with the owner on a solution to get the business up and running quickly. Johnson Controls Capital (JC Capital) has funded more than \$6B in customer projects worldwide with myriad options ranging from traditional equipment funding to sophisticated structures for complex projects. Within minutes of being engaged in the process, JC Capital representatives were in touch with the small business leader to present options to fund the purchase and installation of the necessary fire systems.

Once aligned on a funding model that best met the business's current and future needs, JC Capital worked closely with the owner to move the application forward.

"At a loss for where to turn next to get my business up and running in our new space, I was excited by the prospect of leveraging JC Capital funding to purchase

and install the fire sprinkler and alarm systems needed to open in compliance with city regulations," said the business owner. "Having worked with Johnson Controls to select the fire safety systems, I felt comfortable partnering with them again for financing as they understood my unique business needs. With their help, I was finally able to safely bring my small business to life in my local community."

As a result of the partnership, this small business was able to open its doors in a matter of months instead of over a year as anticipated.

JC Capital supports businesses of all sizes

JCI is working to improve affordability by spreading the cost of capital projects over time to fit each customer's operating budget. With the partnership of JC Capital, customers more readily achieve their goals for sustainability,

efficiency, resiliency, comfort, safety and security with the efficient implementation of Johnson Controls cutting-edge technologies and services.

Learn more about the JC Capital options available for your business:

www.Johnsoncontrols.com/jccapital