

HOW TO BUY AUDIOVISUAL SOLUTIONS

# Payment Options Comparison

## Helping Organizations Make Informed Decisions on AV Technology

Every business and organization will have its own unique needs for AV equipment, but understanding what to buy is only half the battle. Knowing how to buy is equally as important and not all payment options are created equal. Having a solid understanding of the differences and value within each payment option can help you make the right financial decision for your company. This comparison chart shows you how each payment option matches up compared to TAMCO Shield, AV-as-a-Service.

PAYMENT OPTIONS & THEIR BENEFITS	CASH	\$1 BUYOUT LEASE	BANK LINE OF CREDIT	TAMCO Shield AV-AS-A- SERVICE
Technology Obsolescence Protection	✗	✗	✗	✓
Natural Disaster Coverage	✗	✗	✗	✓
Manageable Monthly Payment	✗	✓	✗	✓
Fixed Services & Maintenance for 5 Years	✗	✗	✗	✓
Avoids a Sizeable Down Payment	✗	?	?	✓
Upgrade w/o Financial Penalty or Rollover	✗	✗	✗	✓
Greater Control & Flexibility	✗	✗	✗	✓