



FAQ

FAQ'S ABOUT IT EQUIPMENT PAYMENT OPTIONS



TAMCO®

01: Why should we choose a monthly payment option for our new technology?

An *equipment as a service* monthly payment model like TAMCO Shield focuses on use versus ownership. It provides customers with the ability to remain at the forefront of technology and protects your organization from a bottleneck in growth, keeping you competitive in the market. Shield also allows you to preserve cash, protect business credit lines, budget cash flow and has flexible end of term options. No other payment option can provide these benefits for you.

02: Shouldn't we just buy the solution and count it as an asset?

An asset implies value, but owning technology will never appreciate any value. Gone are the days of keeping a phone system for 20 years. Technology evolves at a faster rate than any other time in history. It's not uncommon to suddenly find yourself stuck with obsolete equipment that needs to be written off. Ownership is rarely the best decision.

03: We're just a small business. Does it make sense for us to finance our equipment?

Yes, both Shield and a lease monthly payment option provides small business owners with more flexibility and protection to help you positively grow or change.

04: What are my payment options?

TAMCO offers two different financing products: TAMCO Shield which is *technology equipment as a service* and is intended to be a subscription model with added benefits like the Solution Replacement Guarantee. Then, you have a \$1 Buyout Lease which is just a traditional capital expense lease.

05: Are end of term options the same for all financing options?

Each monthly payment type offers different end of term options. A \$1 Buyout Lease obligates you to purchase the equipment for \$1 at the end of the term. TAMCO Shield offers the most options, allowing you to either renew with or without the Solution Replacement Guarantee (SRG), return the equipment, replace the equipment, or purchase the equipment.

06: What happens if we need to add equipment to our solution in a year or two?

Business needs will constantly change. In fact, growth is often the goal. At TAMCO, all add-ons become co-terminus - i.e. the term for the new equipment will be the same as your existing agreement and will end on the same date.

07: Will a deposit be required?

Yes, depending on your approval for financing an advanced payment will be required. For more details on a possible deposit, we recommend consulting your TAMCO contact.

08: Do all financing options protect us from technology obsolescence?

No. Many sales professionals will tell you that leasing is a good hedge against technology obsolescence without giving you the whole story. The fact is, lease contracts contain no language that defines how an unforeseen system replacement would be handled. You certainly don't want your business to be subject to a verbal understanding.

Most leases allow a conditional upgrade to a new technology if it becomes available. However, there's a reason it's called "conditional" - you're usually constrained by time restrictions (i.e. you can only upgrade after the midpoint of the lease), balance rollovers, or early payoffs (i.e. you must make a lump sum payment of the balance on your current lease before committing to a new agreement.) Although most leases allow upgrades, you may end up paying significantly for that privilege.

TAMCO Shield is different. This is why it evolved on the market. Shield is not a lease. It is the only replacement guarantee as-a-service subscription and agreement that clearly spells out what upgrade-ability means and how you qualify for it. There are no time restrictions, no balance rollovers, no re-casts, and no hidden costs. TAMCO lets you out of your current agreement and simply issues you a new one for the new system.

09: Do credit approvals or contracts expire?

Yes. Approvals are good for 60 days. We will guarantee your payment quote for a period of time so you have the opportunity to make an informed decision or get the project approved. Contracts are valid for 6 months once signed and returned to us. Installation of your new technology must occur within this 6 month window or it will be necessary to execute new contracts based on an updated quote using market rates at the time of the update.

10: What if I need additional help making the right decision for my business?

There is a designated TAMCO contact that can consult with you on how to make the best choice for your organization. We've been working with organizations like your for over 25 years, helping them make the right financial decision for their operation.

Find resources and additional information at www.tamcocorp.com or call 1.888.350.1842.

DISCOVER THE BEST WAY TO PAY

Download this helpful guide to learn about the different payment options available for acquiring new technology equipment. Learn the unique qualities to each option and decide which is right for you.



DOWNLOAD GUIDE