

Purchasing technology like video conferencing systems is exciting. You've figured out exactly what you **want** based on what's **available**, what you can **afford** and where your business is taking you. And then... **life happens**



## Future-Proof Your Technology

Something better hits the market. Or business needs shift. What you want is looming out there again...untouchable...because the impact of your last "want" is still fresh on the books – that is, unless your last acquisition is protected by the LifeSize<sup>®</sup> Smart Lease<sup>™</sup> program.

### Smart Flexibility

The LifeSize Smart Lease is about changing how you buy, not what you buy. It's about picking what's right for your business now instead of guessing at the future. It's about smart flexibility – knowing you can always have what you need without the ramifications and shackles of a traditional purchase or capital lease.

### Get What You Need Today

Technology begins to depreciate the day it's installed. If you made a cash investment, you will likely see a minimal return and spend years depreciating the purchase off your books. If you leased it, your business may be trapped in a contract with equipment that will soon be outdated or the wrong fit.

The LifeSize Smart Lease, powered by TAMCO, will save your business thousands of dollars by giving you the ability to acquire the equipment you need today without worrying about a large capital outlay or what new technology is on the horizon. And if your business needs change, you can use the innovative **System Replacement Guarantee** to move into new technology at any time during the contract term, with no balance to rollover and no hidden costs. The benefits of LifeSize Smart Lease also extend in the form of favorable book treatment, tax benefits, and Act of God coverage. Simply put, the program gives you the peace of mind knowing you will always have the right solution for the job at hand.

“LifeSize Smart Lease let's you use what you need, but only while it's useful to you. Simply put, it provides more value and less risk than any other method of acquisition.”

## Comparative Analysis

Comparing cash and LifeSize Smart Lease side-by-side, using standard accounting principles, can help you decide what makes the most sense for your business.



Analysis serves as an example and assumes a complete system replacement at the midpoint of term. Please contact us for a custom analysis based on your unique solution, current rates, and country of transaction.

	LifeSize Smart Lease	Cash
Number of Months	60	60
Equipment Type	VIDEO	VIDEO
Monthly Payment	\$1,145	N/A
System Solution Price		\$50,000
Present value (PV) of Payments	\$53,890	
Tax Deduction on Payments	(\$18,881)	
After Tax Interest on Cash	(\$5,299)	
Depreciation Tax Savings		(\$13,268)
<b>Net After Tax PV Cost</b>	<b>\$29,730</b>	<b>\$36,732</b>
Assumed System Replacement Cost	\$0	(\$25,000)
Off Balance Sheet	Yes	No

## Net Present Value (NPV) / Cost of Acquisition

LifeSize® Smart Lease™ \$29,730

Cash Purchase \$36,632



## Flexible. Safe. Cost-Effective.

Future-proof your technology decision with LifeSize Smart Lease and ensure that you always have what you need. Contact us. We'd love to hear from you.

The Smart Lease System Replacement Guarantee and Act of God Coverage are both guaranteed in writing with complete details and requirements outlined in the customer contract. You should consult your accounting advisor regarding the benefits of financing and the impact on your books and taxes. While some programs provide tax benefits, every situation is different and laws vary. LifeSize® Flexible Leasing™ (LFL) and its programs are offered and administered by TAMCO Capital Corporation in the United States and TAMCO of Canada, ULC in Canada. LifeSize Partners must be approved by TAMCO and considered "certified" in order to offer LFL programs. To find a certified LFL Partner, consult your LifeSize representative or call 1.888.350.1842



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