

	NAME OF VENDOR	CONTACT	COPY MACHINE MODEL	BASELINE MONTHLY (60 MO LEASE): includes sevice, supplies, delivery, set-up, installation, networking, training	B/W COPIES	MONTHLY AVERAGE 24,000 copies	COLOR COPIES	MONTHLY AVERAGE 500 copies	MONTHLY AVERAGE LEASE PLUS COPIES	TOTAL ESTIMATE COST 60 MONTHS	NOTES
1	CBE (QUOTE 1)	ALEX	Sharp MX-658N Color Unit	\$ 385.00	0.0075	\$ 180.00	0.075	\$ 37.50	\$ 602.50	\$ 36,150.00	Current vendor of 10 years. No complaints.
	CBE (QUOTE 2)	ALEX	Sharp MX-658N Color Unit	\$ 343.00	0.0070	\$ 168.00	0.069	\$ 34.50	\$ 545.50	\$ 32,730.00	I went back and forth with them discussing the details of other quotes and they came back with adjusted numbers.
2	Copier Headquarters	STUART	Sharp MX-658N Color Unit	\$ 345.65	0.0079	\$ 189.60	0.059	\$ 29.50	\$ 564.75	\$ 33,885.00	
3	Copy Link	STEVEN	Sharp MX-658N Color Unit	\$ 413.70	0.0080	\$ 192.00	0.075	\$ 37.50	\$ 643.20	\$ 38,592.00	
5	Digitech	DAVE	Sharp MX-658N Color Unit - REFURBISHED	\$ 244.00	0.0100	\$ 240.00	0.060	\$ 30.00	\$ 514.00	\$ 30,840.00	REFURBISHED MACHINE

IMPORTANT FACTORS ABOUT END OF LEASE PROCEDURES/HIDEN COSTS AND POTENTIAL ISSUES WHEN SWITCHING VENDORS:

- Some vendors cut cost by not wiping the HDD on the machine and ship the machine back with the customer's sensitive data still on the machine.
- The new vendor doesn't use the correct buyout quote or estimates the buyout incorrectly. The difference falls on the customer.
- The new vendor doesn't return the machine on time and the extra payments are the customer's responsibility.
- The new vendor uses a different leasing company which means any potential issues that come up with closing out the old lease won't be straightened out by the new leasing company.
- The machine isn't stored or insured properly resulting in damage and the leasing company refuses to except delivery or charges the customer for these damages.
- Finally the leasing company wants to work with the original vendor and gives them discounts on rates and buyout to keep the business with the same vendor and leasing company.