



Data Solutions

With modern technology creating a new ease of doing business, comes new necessities to ensure that modern business is being executed properly. Case in point: data and networking technologies have, and will be, part of our daily lives – thanks to email, internet, and voicemail applications.

Equipment manufacturers spend millions of dollars on research and development every year. Technology will continue to change and continue to impact the way in which people – and companies – not only just communicate, but also with the way business is conducted every day. With the next big thing always lurking around the corner, it makes you wonder about future technology changes – and the headache of purchasing new solutions. So what can you do?

Change how you buy, not what.

Here's what happens: businesses in the market for technology solutions focus their attention on the technology – as well they should. But choosing hardware isn't the end of the process. In fact, for TAMCO, it's where our expertise begins to help you most.

TAMCO offers two financing solutions for the Data Marketplace*: traditional leasing or the TAMCO Shield program. Both options come in 24 and 36 month terms, but that's where the similarities end. Also known as a \$1 Out Lease in the United States or a \$10 Out Lease in Canada, traditional leases are ownership programs. At the end of your contract term, you will own the equipment upon the last payment of \$1 (U.S.) or \$10 (Canada).

On the other hand, the TAMCO Shield program is designed to answer the question "How to buy"? You see, how you acquire your equipment is just as important as what you acquire. Choosing Shield can save your business thousands of dollars and we may just save you a few headaches along the way.

Contracts signed on paper, not etched in stone.

So you're thinking, "why not just buy the hardware and count it as a business asset?" We'll tell you why. Hardware depreciates. Fast. The second you install your newly purchased asset, it's value begins to fall. One has to wonder: Is that really an "asset" at all?

That's where TAMCO Shield comes in. This program provides the flexibility to meet your needs today without worrying about what you may or may not need tomorrow. Shield includes a System Replacement Guarantee that protects you from changes in your business and out of date technology by allowing you to move from one solution to another – without rolling over the previous balance or charging hidden fees.

Designed as an operating lease, Shield qualifies for "off balance sheet" accounting treatment and may provide tax benefits. Act of God coverage is also included if the technology incurs damage or is destroyed due to a natural disaster event by providing reimbursement up to \$5,000 for out of pocket insurance deductible costs. Maintenance, service, and support can be bundled into the monthly cost without finance charges. Last, but not least, multiple end of term options include extending the lease term while retaining the System Replacement Guarantee, return the property, purchase it and keep it, replace it, or extend the term without the System Replacement Guarantee.

TAMCO Shield is an innovative program that takes into consideration business, financial, and technology issues... and, most often is the lowest cost method of acquisition when comparing bottom lines.

