

The guide to help you choose  
the perfect *how to buy* option  
for you & your business

Choose The Best  
Payment Option:  
*Premise & Cloud  
Equipment*

TAMCO®

# A Smart Way To Pay

When you're in the market for a new phone system, video conferencing equipment, or data solution for your business, **it's crucial to understand the differences between the various payment options.**

Every company has different business, technology, and financial needs that will influence their decisions. While one venture may choose to own their equipment, others may not.

No matter your goals, educating yourself on the value that each **how to pay** option can offer you will help you make the right financial decision for your company.

On the next page is a visual which clearly illustrates four primary payment options and what they can offer you and your business.



Organized from least to most value in terms of true cost, flexibility, and marketplace alignment

*Your Solution  
Payment Options*

**CASH**  
Most Severe Depletion of Capital  
Own Immediately  
CAPEX  
Locked To Technology

**BANK LOAN**  
Monthly Payments  
Prolonged Financial Commitment  
Fluctuating Interest Rates  
Own At The End Of Term  
CAPEX  
Locked To Technology

**\$1 OUT**  
Manageable Monthly Payments  
Prolonged Financial Commitment  
Fixed Interest Rates  
Own At End of Term  
CAPEX  
Locked to Technology

**SHIELD**  
Manageable Monthly Payments  
Flexible Financial Commitment  
Solution Replacement Guarantee (SRG)  
Act Of God Coverage  
OPEX  
Protection & Control Over Technology

# Things To Consider

When deciding the best payment method for your technology

1

**Technology equipment is a quickly depreciating asset.** Similar to a new car sale, the second your equipment is installed, its value depreciates greatly. Many organizations believe it is better to invest their capital in appreciating assets or revenue generating activities.

3

**Nothing is certain except change.** We know technology will continue to change. You know your organization will continue to evolve and change over time. The technologies you implement today may not be the best solution for your business in five years, two years, or even possibly in the next quarter.

2

**It's more budget friendly to secure support with a monthly payment.** If you make an upfront cash purchase, including several years of maintenance coverage on your equipment can be financially painful. However, bundling this coverage within a monthly payment option creates a manageable way to pay for the expense.

4

**Many organizations protect credit capacity and credit lines for best use purposes.** Taking out a loan or drawing against your line of credit for equipment acquisitions will tap into your borrowing power and impact financial ratios. It is often preferable to protect this access to funds which may be needed down the road for opportunities or emergencies.

**Only you know which factors are most important to your organization.** Just as you evaluate technology solutions, we encourage you to explore all payment options. When you decide on **what to buy**, TAMCO can help determine the best **how to buy**.