

# TAMCO Shield®

THE SMART WAY TO PAY FOR AUDIOVISUAL  
TECHNOLOGY EQUIPMENT



TAMCO®

## What is TAMCO Shield?

Shield is a monthly payment option to procure your AV equipment as a service. Shield is not a lease and is different than a cash purchase or bank loan. It provides customers with more control, flexibility, and protection than any other payment option available for one low monthly price.

## Benefits to Choosing Shield

### 01. Solution Replacement Guarantee (SRG):

Protect your technology from becoming inefficient or obsolete. Shield guarantees if your current solution no longer meets your needs for any reason, you can install a new system at any time during the terms of the contract without financial penalty or hidden costs. Your existing contract is completely forgiven.

### 02. Act of God Coverage:

Life happens; fire, lightning, tornadoes, volcano etc. In the event of a natural disaster, Shield protects you by covering your out of pocket insurance deductible on the damaged equipment.

### 03. Bundled Maintenance & Support:

Have protection without financial burdens. Lock the cost of your vendor's support agreement at today's labor rates for the duration of your contract term. The monthly cost is bundled right into your payment without finance charges.

### 04. Preferential Accounting Treatment:

Because Shield works as an operating expense (OPEX) it allows for you to preserve cash flow and protect your debt ratios. Use your capital and lines of credit for revenue generating business activities not on depreciating assets like technology. \*Consult with your accountant for additional information

### 05. Flexible End of Term Options:

Shield offers a multitude of end of term options. Renew the agreement with or without the SRG intact, return the equipment, or select a new system. Choose what you need, when you need it. Don't worry about predicting today, what you will need in 3-5 years? Unlike other payment options Shield gives you the flexibility to choose at the end of term.

### The Smart Way to Pay

Based on today's market, procuring technology equipment as a service is the most business savvy and common sense way of acquiring a depreciating asset. The value lies within the USE of the equipment rather than the focus on OWNERSHIP. Shield, when compared to other payment options, is the smartest way to pay financially and technologically.

Talk to your solution provider today about  
Shield as the way to pay for your AV hardware.