



**Example #1
Copier Lease Analysis
June, 2018**

Client Profile:

Local private K-12 School with five (5) large copiers

Situation

- We were retained to Audit their current lease agreement on their five (5) copiers.
- Their monthly payment was \$3,952 / month on a 63-month lease.
- We were able to reduce their monthly payment by \$2,000, while getting them new equipment

Goals

- Get out of current lease
- Obtain better technology
- Reduce new lease term from 63 to 60 months
- Reduce and lock-in maintenance rates
- Obtain at least 4 proposals

Summary

- Savings = \$2,004 / month
- Savings = \$24,048 annually
- Savings = \$120,240 over new lease term

Vendor	Lease	Service	Total	Savings Monthly	Savings Annually	Savings 5 Years
KYOCERA	\$2,827	\$1,125	\$3,952			
RICOH	\$2,185	\$625	\$2,810	\$1,142	\$13,704	\$68,520
TOSHIBA	\$1,400	\$625	\$2,025	\$1,927	\$23,124	\$115,620
CANON	\$1,370	\$625	\$1,995	\$1,957	\$23,484	\$117,420
KYOCERA	\$1,360	\$588	\$1,948	\$2,004	\$24,048	\$120,240

The original Summary Report is available upon request.