

Example #1 Copier Lease Analysis June, 2018

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

Managed Services Group was retained to audit the school's existing lease agreement on their five (5) copiers, with the goal being to reduce costs, secure better equipment, and shorten the timeline of existing obligations.

Situation

Their monthly payment was \$3,952 / month on a 63-month lease.

Goals

- To find a way out of their current lease
- Obtain better technology
- Reduce new lease term from 63 to 60 months
- Reduce and lock-in maintenance rates
- Obtain at least four proposals

Result

MSG provided a series of lease options that offered increased flexibility, value, and staff satisfaction in only a short time. We handled the discussions so that the school was not put into a situation where their resources could be misappropriated.

Savings Summary

- Savings = \$2,004 / month
- Savings = \$24,048 / year
- 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.