



## The Shield Program – The Latest Technology with No Risk



Future-proof your technology decision with the Shield Program and ensure that you will always enjoy the best that technology has to offer.

**The certainty of uncertainty. There's only one true certainty in business: change will happen. Technology will change. The economy will change. Your business goals will change. Your needs will change.**

**While it's easy to view this uncertainty as a competitive disadvantage, making smart choices can help you turn it into a strength. By choosing products and services designed to be flexible, your business can flourish in the face of change. And that's what Vertical Flexible Finance Solutions and the Shield Program are here to help you do.**

#### **CHANGE HOW YOU BUY, NOT WHAT.**

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

You see, how you acquire your equipment is just as important as what you acquire. Choosing the Shield Program can save your business thousands of dollars and we may just save you a few headaches along the way.

Case in point: Although you are evaluating new technology today, you probably already own a system that works quite well. Yet you find yourself looking for more - perhaps a new application, feature, or technology to help with your productivity. And while, whatever new equipment you deploy might be right for you today, who's to say you won't find yourself in a similar position in the near future? The flexibility of the Shield Program allows you to continually benefit from the best that technology has to offer.

#### **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?

And leasing, well, that's another story. Getting trapped in a contract with outdated equipment? Needing to grow your business and not having the flexibility to do so? That's not a solution. That's an anchor.

That's where the Shield Program comes in. This program provides the flexibility to tear yesterday's contract to shreds in order to meet the needs of today - with no waiting period, no rollover, and no hidden costs. If your equipment is obsolete, then so is your lease. Company growing? We won't let a contract stand in your way. And perhaps best of all, you may enjoy significant monetary benefits in the form of favorable book and tax treatment. Not to mention that the Shield Program is often the least cost method of acquisition. That's the flexibility, the safety, and the cost-effectiveness of the Shield Program.

## Comparative Analysis Based on a \$25,000 Turn-key Technology Solution

	THE SHIELD PROGRAM	\$1 LEASE	FMV LEASE	CASH PURCHASE
Number of Months	60	60	60	60
Equipment Type	VOICE	VOICE	VOICE	VOICE
Monthly Payment	\$719	\$555	\$510	–
System Solution Price	–	–	–	\$25,000
Present Value (PV) of Payments	\$33,840	\$26,121	\$24,003	–
Total Maintenance Costs	–	\$8,709	\$8,709	\$8,709
Residual Payment	–	\$1	\$3,105	–
Tax Deduction on Payments	(\$11,844)	(\$2,445)	(\$8,401)	–
After Tax Interest on Cash	(\$2,649)	(\$2,649)	(\$2,649)	–
Tax Deduction on Maintenance Costs	–	(\$3,048)	(\$3,048)	(\$3,048)
Depreciation Tax Savings	–	(\$6,634)	–	(\$6,634)
Net After Tax PV Cost	\$19,347	\$20,055	\$21,719	\$24,027
Assumed System Replacement Cost*	\$0	(\$16,650)	(\$15,300)	(\$12,500)
Off Balance Sheet	True	False	False	False

\* Assumption based on a complete system replacement at the midpoint of term.

## Net Present Value (NPV) / Cost of Acquisition

The Shield Program	\$19,347
\$1 Out Lease	\$20,055
FMV Lease	\$21,719
Cash Purchase	\$24,027

“The Shield Program provides a ‘fee-for-use’ only while it’s useful to you and provides more value and less risk than any other method of acquisition.”

## Principles in practice.

In principle, the benefits of the Shield Program are by now fairly obvious to you. The only question is: how do those principles hold up when put into practice? Well, here are just a couple examples that we hope will bring the Shield Program benefits to life.

### CHASEN BOSCOLO LAW OFFICES - SILVER SPRING, MD

This growing law firm decided to move to a new location. However, their old phone system (acquired with the Shield Program) was deemed too “old” to move and was no longer supported by the manufacturer. Thanks to the Shield Program upgrade benefit, they were able to install up-to-date equipment in their new location supported by full maintenance. Their operations manager said, “The whole process went very well, and TAMCO’s customer service was extremely professional.”

### PRESBYTERY OF ST. AUGUSTINE - JACKSONVILLE, FL

The existing telecom system of this non-profit religious organization was somewhat dated and experiencing increasing technical and maintenance issues. Therefore, the decision was made to upgrade to new equipment and add features like voicemail and caller ID. The office manager reported, “The upgrade was completely painless thanks to TAMCO’s handling the paperwork and our vendor’s thorough training of our staff. We were quite pleased that we could move to new equipment without penalty and with the manner in which the process was implemented.”

If you have additional questions about Vertical Flexible Finance Solutions please visit [www.vertical.com](http://www.vertical.com) or call 1-877-VERTICAL

Visit TAMCO's website at [www.tamcocorp.com](http://www.tamcocorp.com), or call TAMCO at 1-888-350-1842

