

# The SHIELD Program

## Future-proof your technology investment

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 the SHIELD program is here to help you do.

### Change How You Buy, Not What

Here's what happens: businesses in the market for video conferencing solutions focus their attention on the technology – as well they should. But choosing a solution isn't the end of the process. In fact, for TANDBERG Finance 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 SHIELD 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 might 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. 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.

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! And the second you install your newly purchased asset, its 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 Getting trapped in a contract with outdated equipment?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 SHIELD 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 If your equipment is obsolete, then so is your lease.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 / tax treatment. Not to mention that SHIELD is often the least cost method of acquisition. That's the flexibility, the safety, and the cost-effectiveness of SHIELD.



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### Comparative Analysis

Based on a \$200,000 turn-key technology with maintenance.

	SHIELD	\$1 Out Lease	FMV Lease	Cash
Number of Months	60	60	60	60
Equipment Type	VIDEO	VIDEO	VIDEO	VIDEO
Monthly Payment	\$4,360	\$6,963	\$4,000	
System Solution Price				\$200,000
Present Value (PV) of Payments	\$205,205	\$199,557	\$188,261	
Total Maintenance Costs				
Residual Payment		\$1	\$24,837	
Tax Deduction on Payments	(\$71,822)	(\$16,045)	(\$65,892)	
After Tax Interest on Cash	(\$21,194)	(\$21,194)	(\$21,194)	
Tax Deduction on Maintenance Costs				
Depreciation Tax Savings		(\$53,071)		(\$53,071)
Net After Tax PV Cost	\$112,189	\$109,248	\$126,012	\$146,929
<b>Assumed System Replacement Cost*</b>	<b>\$0</b>	<b>(\$127,200)</b>	<b>(\$120,000)</b>	<b>(\$100,000)</b>
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

SHIELD	\$112,189
\$1 Out Lease	\$109,248
FMV Lease	\$126,012
Cash Purchase	\$146,929

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. For more information, contact your TANDBERG Sales Representative. This program is available in the United States and all Provinces in Canada except for Quebec.

All financing is currently provided by TAMCO Capital Corporation in the United States, including the SHIELD program. No TANDBERG entity is, or will be, a party to such financing and TANDBERG hereby disclaims all responsibility in relation to such financing.

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