



The best lease in the business

# Xerox Total Solution Leasing

## **Making your lease decision easier.**

**The more you know about what our flexible lease options provide you—and what they won't—the easier it is to see that other leases just don't compare.**

### **XEROX WILL:**

- Provide free standard delivery.
- Provide free installation and setup for solutions not customer-installable.
- Calculate the lease payments in arrears, not in advance.
- Pay property taxes (if applicable).
- File all necessary UCC1 and other documentation at no charge.
- Retain all obligations throughout the term of the lease.
- Provide Xerox Total Satisfaction Guarantee for the term of the lease.

### **XEROX WON'T:**

- Charge up-front documentation fees.
- Ask for security deposits.
- Charge for removal, packing and shipping of the equipment at the end of the lease.
- Require inspection and/or remediation for refurbishing.
- Charge interest on insurance and property tax payments.
- Auto-renew for a noncancelable 12-month term.
- Transfer the performance of its obligations to an assignee.
- Lease the equipment “as is” with no warranty.

**When looking at competitive leases, look at the whole picture.**

Most leases will keep your attention away from the fine details—documentation fees, delivery/setup costs, security deposits, even end-of-lease equipment return costs. With a Xerox lease, you avoid hidden costs like these and enjoy many other flexible lease options the competition may not offer.

By comparing the entire lease, you could save a great deal of money, time and headaches in the long run. Fill out the **True Review** below to see just how much of a difference the big picture can make.

<b>XEROX</b>		<b>OTHER LESSOR</b>		
<b>QUOTED MONTHLY PAYMENT</b>	\$ _____		<b>QUOTED MONTHLY PAYMENT</b>	\$ _____
• Invoice/other fees	none	varies	can charge per invoice	\$ _____
• Property tax (if applicable)	none	almost always	avg. 4.5% of equip. cost annually	\$ _____
• Property tax interest (if applicable)	none	almost always	usually 18%/year (1.5%/mo.)	\$ _____
• Insurance interest charges	none	almost always	usually 18%/year (1.5%/mo.)	\$ _____
• Unpaid interest on security deposit	none	calculate	loss of use of capital	\$ _____
Total Monthly Payment	\$ _____		Total Monthly Payment	\$ _____
<i>multiplied by lease term</i>	_____		<i>multiplied by lease term</i>	_____
<b>TOTAL PAYMENT</b>	<b>(A) \$ _____</b>		<b>TOTAL PAYMENT</b>	<b>(A) \$ _____</b>
• Documentation fees	none	usually	UCC1, document fee, admin fee	\$ _____
• Security deposit	none	varies	not applied to lease balance	\$ _____
• Delivery/Setup (basic)	none	varies	can be significant	\$ _____
<b>CASH UP FRONT</b>	<b>(B) \$ _____</b>		<b>CASH UP FRONT</b>	<b>(B) \$ _____</b>
• Payment due date	in arrears	in advance	in advance, net 10	\$ _____
• Auto renew at end of lease	monthly	almost always	full year additional commitment	\$ _____
• End-of-lease shipping costs	none	almost always	packing/pallet/FOB + insurance	\$ _____
• Late charges	5%	always	10% to 15% of payment	\$ _____
• Interest on past due amount	1.5%/mo.	always	usually 18%/year (1.5%/mo.)	\$ _____
• Assignment of lease commitments	no	varies	written/verbal promise	\$ _____
• Lease/vendor guarantees	full TSG	none	“no warranties”; “as is”	\$ _____
<b>POTENTIAL ADDITIONAL COST</b>	<b>(C) \$ _____</b>		<b>POTENTIAL ADDITIONAL COST</b>	<b>(C) \$ _____</b>
<b>TOTAL TRUE REVIEW</b>	<b>(A) + (B) + (C) \$ _____</b>		<b>TOTAL TRUE REVIEW</b>	<b>(A) + (B) + (C) \$ _____</b>

