WHY LEASE WITH FIRST AMERICAN?

1. Your rented equipment will cost less than today’s cash purchase price.
2. You can avoid budget spikes of cash-based purchasing with fixed, predictable payments.
3. You can avoid technology obsolescence and reduce ongoing maintenance.

HOW IT WORKS

1. Select the equipment you need from the vendors of your choice
2. Make low monthly payments for the amount of time you need the equipment
3. Return the equipment
4. Replace with new equipment

COMMONLY LEASED TECHNOLOGY EQUIPMENT

- CPOE
- Copiers
- Desktops & laptops
- Disaster recovery systems
- End user devices
- Networking & infrastructure
- Routers & wireless endpoints
- Servers
- Tablets & telecom

YOUR ESTIMATED SAVINGS:

- Equipment Cost: $500,000
- $531,144 Loan (Ownership)
- $461,124 Rental (Use)

- $70,020 Total savings with rental solutions after 36 months
- $38,876 Total savings if paying cash for the equipment

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In today’s rapidly changing healthcare environment, organizations are securing low rates and preserving cash to prepare for unexpected expenses.

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## Technology Lease Examples

<table>
<thead>
<tr>
<th>Amount</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>$3,000,000</td>
<td>Hospital 60-month lease. Capital expenses related to an expansion, medical equipment, computers, and a Cath Lab. Also utilized a cash reimbursement for previous equipment purchases to have cash for unexpected expenses.</td>
</tr>
<tr>
<td>$550,000</td>
<td>University Health System 48-month lease. New laptops and computers.</td>
</tr>
<tr>
<td>$1,000,000</td>
<td>Orthopaedic Institute 48-month lease. 14 leases for IT Equipment, including servers, monitors, network switches, computers, and laptops for doctors, staff, and new locations.</td>
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</tbody>
</table>

### BENEFITS OF LEASING:
- Avoids maintenance costs
- Creates a predictable budget, which includes the latest and greatest technology
- Provides access to online tracking system
- Transfers disposal liability to the lessor

Learn more about First American: [faef.com/healthcare](http://faef.com/healthcare)

Through our Four Pillars, First American commits to earning your trust and loyalty by delivering exceptional service—from start to finish, for years to come.