



EC Group

a division of Electronic City, Inc.

Is Copier Leasing the Right Choice for you?

SPAM

It is estimated that 95% of all email is considered spam. How much productivity is lost by your employees dealing with spam?

WEB MONITORING

Cyberslacking in the workplace can lead to productivity loss, financial loss and legal liability. The average employee spends 2.5 hours per day cyberslacking.

VIRUS PROTECTION

Experts say that approximately 200 new computer viruses get introduced to the internet every month.

DISASTER PREVENTION

How long would your business survive without a server, a workstation, data, phones or line of business application?

IT BUDGET

Do you know how much you're REALLY spending on IT? We can help you identify leaks in your IT budget and stop them.

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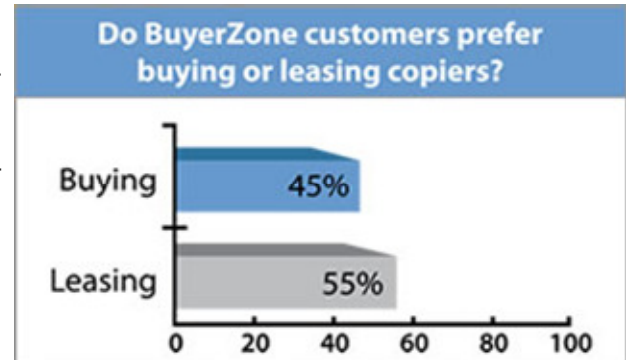
520.622.1173

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Jeremy Sacco
BuyerZone.com Editorial Staff

The copier industry generates \$24 billion in revenue by selling over 1.5 million new copiers each year. This huge market drives manufacturers to constantly improve their offerings and leads to significant competition among photocopier vendors. In addition, mid-level business copiers cost \$5,000 to \$10,000, with the best office models going as high as \$40,000.



Because of the high base cost and the rapidly advancing technology, copier leasing is a more attractive option for many businesses than purchasing one outright.

The primary reason is that a photocopier lease lets you avoid the significant capital outlay required to purchase one outright. In addition, because the technology changes quickly, copier leases often include provisions to trade up to a newer model, allowing you to upgrade without buying anew. Other leases allow you to walk away from a machine, increasing your financial flexibility if you can not afford ongoing monthly payments.

As with most products, however, photocopier leasing is more expensive in the long run. Many leases charge on a per-copy basis and may include monthly copying minimums. To avoid this, make sure your copy volume estimates are accurate. Low balling your estimate may save you a few dollars a month on the lease, but you'll likely overtax the copier and have to deal with more repairs and downtime than you'd like. And overestimating can come back to hurt you by driving costs up when you don't meet the minimums.

Call EC Group today if you need assistance with Leasing vs. Buying!





EC Group

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TECHNICAL SUPPORT

Our friendly local technical staff is ready to assist you.

OFFICE RELOCATIONS

Moving into a new facility? Our management and staff have completed hundreds of office relocations.

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Do you know how much you're REALLY paying for your office equipment and supplies?

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Would you like to save 30%-60% on your office equipment supplies? Our easy to use process allows one click ordering!

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Service Agreements

Another benefit of copier leasing is that typical leases include the maintenance required to keep your copier running smoothly, including parts and labor. Unfortunately, "parts" often has a different definition from vendor to vendor. Parts that break during use are almost always covered, as are parts that wear out over time. This includes fuser rollers, cleaning blades, and other parts often bundled in preventative maintenance kits. Make sure you get a comprehensive list of what is and is not covered so you can compare plans accurately.

Buying Tips for a Copier Lease

When not to: If you expect to make fewer than 700 copies a month, you probably do not need to lease a "business" copier. You would be better off purchasing a small office copier from an office superstore - unless you want the advanced features or service guarantees that come with business copiers.

Test drive it: When deciding between two or three copier models, ask the dealer to bring the machines for a demo. If an in-house demo is not possible, make sure you visit the dealer to see how the machines work.

Compare multiple suppliers: Before you settle on your copier lease, you should compare offerings from multiple photocopier leasing vendors.

Consumables like paper and toner are not usually included. Some dealers may try to get you to choose an all-inclusive copier lease that does cover toner and other consumables, but you'll save money buying those products at an office supply store instead. Some copier dealers may falsely claim that you must purchase your consumables through them. This is illegal, so stand your ground.

Find out whether your copier lease covers emergency repairs costs. If you will be paying as you go, you should know what your costs will be beforehand. Be sure to get a written commitment on response time (the typical maximum is four hours) and the hours service is available, particularly if you expect the copier to see a lot of use during evenings and weekends.

Also ask about loaner service. Many vendors will provide you with a replacement copier of equal or greater specifications if yours requires significant repairs.

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