

TAMCO SHIELD



hello

TAMICO

Telecommunications Asset Management Company

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 TAMCO Shield is 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 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 TAMCO 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 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 TAMCO Shield 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, 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 Getting trapped in a contract with outdated equipment?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 TAMCO 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 If your equipment is obsolete, then so is your lease.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 and tax treatment. Not to mention that TAMCO Shield is often the least cost method of acquisition. That's the flexibility, the safety, and the cost-effectiveness of TAMCO Shield.

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

## Principles in practice.

In principle, the benefits of TAMCO Shield 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 few examples that we hope will bring TAMCO Shield's benefits to life.

Maximum ASP, Louisville, KY

This web-hosting company acquired a new system in 2005 using TAMCO Shield. Six months later, they decided to install a newer, more stable product and exercised the System Replacement Guarantee in their TAMCO Shield agreement. Their office manager said, "We're thrilled with the TAMCO Shield program and will never acquire a phone system in any other way."

East Carolina BancCorp, Englehard, NC

Founded in 1919, East Carolina Bank now has 20 branches and is a full-service, state-chartered financial institution. A recent article described how the bank is implementing a converged network solution...thanks to their foresight in acquiring their old system with TAMCO Shield, they exercised their System Replacement Guarantee and saved over \$200,000.

## Comparative Analysis

Based on a \$25,000 turn-key technology solution

	TAMCO Shield	\$1 Out Lease	FMV Lease	Cash Purchase
Number of Months	60	60	60	60
Equipment Type	VOICE	VOICE	VOICE	VOICE
Monthly Payment	\$719	\$548	\$493	
System Solution Price				\$25,000
Present Value (PV) of Payments	\$33,840	\$25,792	\$23,156	
Total Maintenance Costs		\$8,709	\$8,709	\$8,709
Residual Payment		\$1	\$3,105	
Tax Deduction on Payments	(\$11,844)	(\$2,313)	(\$8,121)	
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	\$19,858	\$21,152	\$24,027
Assumed System Replacement Cost*	\$0	(\$16,440)	(\$14,790)	(\$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

TAMCO Shield	\$19,347
\$1 Out Lease	\$19,858
FMV Lease	\$21,152
Cash Purchase	\$24,027

"TAMCO Shield 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"

Chasen Boscolo Law Offices Silver Springs, MD

When this growing law firm decided to move to a new location, their old phone system (acquired with TAMCO Shield) was "too old" to move and was no longer supported by the manufacturer. Thanks to the System Replacement Guarantee, they installed 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."

The Weather Channel

The IT group was looking for an immediate telecommunications solution for their Detroit, MI, operation in 2004. At the same time, they knew corporate would likely implement a new technology initiative within the year. Unable to wait, TAMCO Shield allowed them to move forward while confidently knowing that they could switch to new technology in the future without penalty.

## Goodbye, for now.

We hope we've given you a little insight into what makes TAMCO Shield such a powerful business tool. However, if you'd like to discuss the TAMCO Shield Program in greater detail, we'd love to hear from you. 1-888-350-1842

**TAMCO**  
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One Urban Centre  
4830 West Kennedy Blvd., Suite 650  
Tampa, Florida 33609  
T 888 350 1842  
[www.tamcocorp.com](http://www.tamcocorp.com)