

Discounts on Copiers

chapter four

One-stop shopping, great prices and local service

EC PURCHASING MEMBERS can buy or lease copiers — complete with delivery, maintenance and service — at substantial savings. Members can choose from all the major brands — Canon, IKON, Ricoh, Océ, Toshiba and Xerox. While EC Purchasing is brand-neutral, we can help members choose which copiers best suit their needs.

Members also retain the advantages of working with a local dealer, both during the selection and purchase process and for all ongoing service and maintenance. This way, members enjoy the lower costs made possible by large, national buying pool, plus the benefits of working with a local provider.

Buying or leasing through EC Purchasing has one more advantage: clear, haggle-free, total-cost-of-ownership pricing. Copiers acquired through EC Purchasing always include delivery and installation, training, and ongoing maintenance (including toner) priced as a cost-per-copy. There's no need to negotiate prices or worry about hidden costs — members

know precisely what they're getting and what it will cost them moving forward.

HOW MEMBERS CAN — AND SHOULD — COMPARE COSTS

The total cost of copier ownership and operation can be tricky to determine, but it's important to do so when comparing EC Purchasing's copier offerings with those from other sources. Members should be sure to consider each element of cost.

1. Match equipment prices carefully.

Members should identify specific manufacturer's part numbers (SKUs) associated with any quotation. It's also important to identify any included or excluded accessories such as document feeders, staplers, and sorters.

2. Check delivery and installation fees.

These are both included in every EC Purchasing price quote, but quotes from other sources may omit them.

3. Understand training fees. EC

Purchasing price quotes always include training; other quotes may not.



4. Pay close attention to maintenance charges.

Members often realize their greatest savings in maintenance fees. EC Purchasing quotes a straight-forward, price-per-copy including all maintenance and toner. The rate is fixed for five years, and there are no monthly minimums or "overage" charges. Other quotes may vary in ways that can drive costs up substantially.

Comparing Cost of Ownership:

	Lease Payment	Copy Volume	Maintenance Cost (per copy)	Total Maintenance Cost	Total Expense
Typical Dealer (Monthly)	\$350	40,000	.08	\$320	\$670
EC Purchasing (Monthly)	\$325		.06	\$240	\$565
Monthly Savings	\$25			\$120	\$175
Annual Savings					\$2,100

continued

EC PURCHASING

5. Lease terms are important, too.

EC Purchasing partners with Fidelity National Capital to arrange copier leases; financing rates are aggressive and the service is excellent. When comparing to other quotes, members should carefully evaluate both the lease terms and the leasing company's reputation.

THE IMPORTANCE OF THE LOCAL RELATIONSHIP

EC Purchasing understands the importance of meeting with a local dealer that can propose equipment and software that best meets a member's needs. Sometimes, a local product demonstration is essential for getting questions answered and making the right product selection.

Once equipment is selected, copiers acquired through EC Purchasing are all delivered, installed, and serviced by a local dealer. As a matter of convenience for members, arrangements and billing for maintenance services are handled locally as well.

There may also be service advantages because local providers often work with dedicated, national account support teams. But the real EC Purchasing difference is in the pricing — and members get to enjoy that pricing advantage and convenient, local dealer relationships.

HOW TO ACQUIRE COPIERS THROUGH EC PURCHASING

Members can visit the EC Purchasing Web site and browse overview information and product brochures for most equipment available through the program. There's also a "wizard" to help members narrow their equipment choices.

Once members are ready to request a quote — or simply to get more information on equipment, pricing, or local dealers — they can simply call an EC Purchasing Account Executive for ready assistance.

Frequently Asked Questions:

THESE PRICES LOOK MUCH LOWER THAN MY LOCAL DEALER'S PRICES. IS EC PURCHASING SELLING NEW EQUIPMENT OR USED?

New! EC Purchasing only offers brand new, latest-technology copying equipment. In fact, we only offer the same equipment FNF uses.

IF THERE'S A SERVICE ISSUE, DO I CONTACT EC PURCHASING FOR REPAIRS?

No. Early in the purchase process, EC Purchasing introduces members to their local service dealers, who are there to help when problems or questions arise. EC Purchasing guarantees a four-hour response window for most service issues.

DO I PAY EC PURCHASING A MONTHLY MAINTENANCE FEE?

No! Monthly maintenance fees are paid directly to local service providers on a monthly or quarterly basis. The fee is always a cost-per-copy charge — and members pay only for the copies they make.

