



**TOTAL COST OF OWNERSHIP (TCO)**

CAPEX		Model	IM C 2010	CAPEX		Model	IM C 2010
		ORS	202769			Monthly rental (5 YEARS)	6800
		Buyback	0			Buyback	0
		Nett ( Tax Extra)	202769			Nett Rent paid(TAX EXTRA)	408000
DPEX		Monthly volume mono	6000	DPEX		Monthly volume mono	6000
		Color monthly volume	3000			Color monthly volume	3000
		5 Yrs volume	540000			5 Yrs volume	540000
		Per click charge	0.38			Per click charge	0.38
		perclic charges color	4.25			click charges color	4.25
		Nett Opex	2500200			Nett Opex	2500200
		Nett expense in 5 Yrs (Tax extra)	<b>2702969</b>			Nett Expense(Tax extra)	<b>2908200</b>
		Savings Over rental purchase	205231				
		% of savings	<b>7%</b>				

(APPROX)

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<b>Benefits of ORS Purchase</b>	
1.)	7% of cost savings in ORS while comparing with rental purchase.
2.)	In ORS, MFP can be booked as an asset.
3.)	End of the 5th Year under ORS, contract can be extended further subject to service recommendation without any further high investment compare to rental renewal.
4.)	While you replace this MFP, Buyback value of 10% is minimum assured after 5th Year.
5.)	Under 4C contractor ,covers the supply of all consumables like Toner, Developer and Drum, spares and customer care activities contract term fixed for three years.

