



New Year, New Equipment THROUGH LEASING

First American works with over 900 healthcare systems nationwide and many of your healthcare peers are **paying less than cash for the latest and greatest technology by leveraging a lease**. Renting equipment is ideal so organizations can easily and affordably keep up with the next iterations and advances.

If you plan to use your technology for less than 5 years, why pay to own the equipment?

Send us a past invoice, and we can calculate your estimated cost savings.

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

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

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.

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

faef.com/healthcare

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Technology Lease Examples

\$3,000,000

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.

\$550,000

University Health System

48-month lease

New laptops and computers.

\$1,000,000

Orthopaedic Institute

48-month lease

14 leases for IT Equipment, including servers, monitors, network switches, computers, and laptops for doctors, staff, and new locations.

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



OUR **PEOPLE**
OUR **INDUSTRY EXPERTISE**
OUR **PROCESS**
OUR **CREDIBILITY**

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.

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