

Cost Comparison

Prepared August 2026

Prepared for **Local Dental Office**

Location **Phoenix**

Volumes averaged from three months of the customer's own service invoices.

EQUIPMENT	 	
	CURRENT	PROPOSED
MONTHLY COST		
Equipment lease payment 60 month term / 63 month term	\$282.75	\$219.00
Black and white, 2,500 pages	\$33.75	\$25.00
Color, 1,000 pages	\$88.50	\$55.00
Estimated monthly total	\$405.00	\$299.00

Forward Thinking Solutions does not require minimum volume commitments unlike our competitors.

This comparison is based on an actual customer scenario.

DIFFERENCE PER MONTH \$106.00	DIFFERENCE PER YEAR \$1,272.00
ANNUAL LEASE PAYMENT INCREASE The single line most customers never check.	up to 15% per year none for the full term

TERMS AND COVERAGE	CURRENT	PROPOSED
Toner and supplies	Billed separately	Included
Parts and labor	Included	Included
Minimum volume commitment	Required	None
Equipment return at lease end	Customer pays freight and processing	We handle pickup, storage, and shipping

NOTES

Proposed equipment: Kyocera TASKalfa MZ5001ci, 50 ppm color and black and white, 320 sheet single pass duplex feeder, 10 inch color touchscreen. Delivery, installation, network setup, and staff training included.

At the maximum increase permitted under the current agreement, \$405.00 becomes about \$535.61 per month by year 3. The proposed lease payment does not increase for the full term.

Proposed lease payment is fixed for the full term. Service rates are subject to periodic adjustment. Proposed pricing held for 30 days. Paper is not included. Your comparison will be built from your own invoices.

