

Sylvan Union School District
Technology Device Leasing Options & Comparison

Student Devices: \$899,988.96

(4,327 chromebooks)

Option 1: Start payments in 2019/2020

ent Devices: \$899,988.96 (4,327 chromebooks) <u>Option 1: Start payments in 2019/2020</u>	Tax Exempt (Muni) Lease					
	Interest Rate	Total Interest	Annual Pmt	Pmt Terms	Opt 1 (19/20) Rank	Opt 1 (20/21) Rank
Santander Bank	2.54%	\$ 16,378.83	\$ 305,455.93	3 yrs; annual	1	
First American Education Finance		\$ 27,287.67	\$ 309,092.21	3 yrs; annual	2	
HP Enterprise Financial Services	4.00%	\$ 35,495.55	\$ 311,828.17	3 yrs; annual	3	
HP Enterprise Financial Services	3.44%	\$ 45,755.52	\$ 315,248.16	3 yrs; monthly	4	
Great America Financial		\$ 61,214.04	\$ 320,401.00	3 yrs; annual	5	
Great America Financial		\$ 89,507.04	\$ 329,832.00	3 yrs; monthly	6	
National Cooperative Leasing	Declined to finance without purchase award					
<u>Option 2: Start payments in 2020/2021</u>						
Santander Bank	2.54%	\$ 36,342.24	\$ 312,110.40	3 yrs; annual		1
First American Education Finance		\$ 37,882.35	\$ 312,623.77	3 yrs; annual		2
First American Education Finance		\$ 48,120.60	\$ 316,036.52	3 yrs; annual Dec		3

Staff Devices: \$431,233.26

(400 laptops/desktops, 100 projectors, 100 elmos)

Option 1: Start payments in 2019/2020

Santander Bank	2.42%	\$ 17,342.69	\$ 89,715.19	5 yrs; annual	1	
First American Education Finance		\$ 22,855.36	\$ 90,817.72	5 yrs; annual	2	
HP Enterprise Financial Services		\$ 28,526.09	\$ 91,951.87	5 yrs; annual	3	
HP Enterprise Financial Services		\$ 36,050.94	\$ 93,456.84	5 yrs; monthly	4	
Great America Financial*		\$ 60,214.05	\$ 98,720.96	5 yrs; annual	5	
Great America Financial*		\$ 72,409.25	\$ 101,160.00	5 yrs; monthly	6	
National Cooperative Leasing	Declined to finance without purchase award					
<u>Option 2: Start payments in 2020/2021</u>						
Santander Bank	2.42%	\$ 27,250.34	\$ 91,696.72	5 yrs; annual		1
First American Education Finance		\$ 27,814.55	\$ 91,809.56	5 yrs; annual		2
First American Education Finance		\$ 32,213.12	\$ 92,689.28	5 yrs; annual Dec		3

Note 1: All Interest rates/factors & terms are subject to final lender approval.

Note 2: FMV comparison removed for the following reasons:

- It does not make financial sense for us to consider this lease structure
- for the sake of cost comparison, an annual payment based on an \$843k purchase would yield a "return" of \$34,104.99 with district return devices with half of useful life left.
- devices must be returned in working order, with a bu-out 7/31/2023 at an additional cost to be determined 6 mos before end of term
- This option is not recommended by vendors unless there is a desire to refresh & return all devices at end of term
- Upon inquiry, no other districts we know of are using this lease structure.

*Financing based on purchase of \$433,390.75, update requested but this was included as a close-comparison.