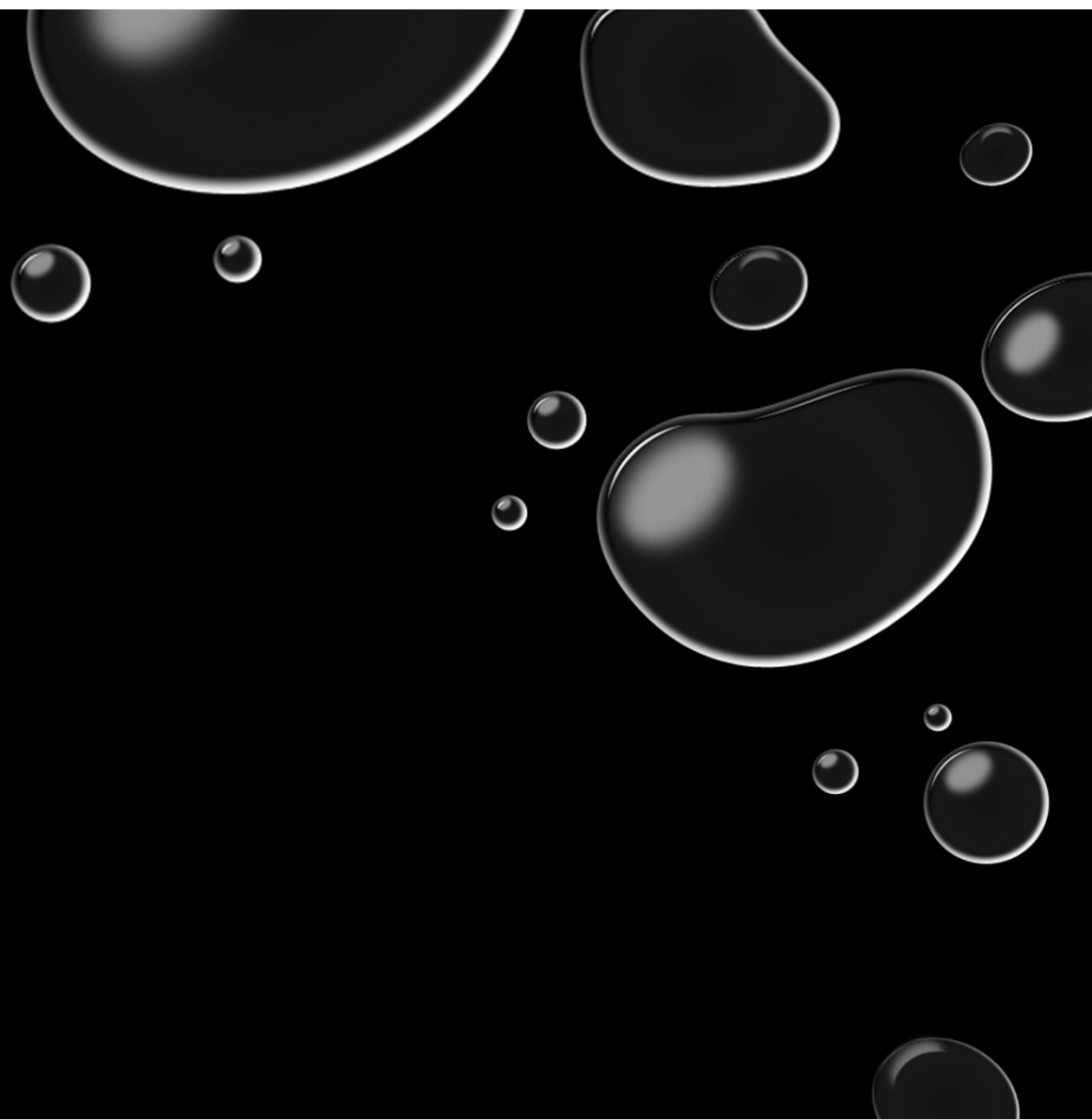


NEWPORT IND

EQUIPMENT REFRESH



CURRENT LEASE VS. NEW ZERO PERCENT LEASE

<u>Current Lease</u>	<u>Payment</u>	<u>Balance</u>
800 ipads	\$ 118,070.12	\$ 114,576.15
325 MacBooks	\$ 100,751.11	\$ 100,751.11
800 ipads 325 macbooks	\$ 218,821.23	\$ 215,327.26
<u>Trade in Revenue from Diamond Assets</u>		\$ 300,000.00
Surplus from Trade in after payoff		\$ 84,672.74
<u>NEW LEASE 1400 ipads 650 13" MB Airs</u>	<u>Interest Rate</u>	<u>Est Payment</u>
With Apple Care	0%	\$ 279,537.50



KEY REASONS TO TRADE IN NOW

- WARRANTY EXPIRATION
- ANTICIPATED PRICE INCREASE IMMINENT ON MACBOOKS
- ONLINE TESTING
- WARRANTY REPAIRS ON IPAD'S INCREASING WHILE ENTERING WARRANTY EXPIRATION DATE
- ZERO PERCENT INTEREST RATE, SAVINGS OF \$46,674 IN INTEREST ALONE!
- TRADE IN AMOUNT AND TIMING, INDUSTRY TRADE SHOW COMBINED WITH HIGH DEMAND IN JANUARY
 - MOST TRADE-INS OCCUR IN JUNE / JULY FLOODING THE MARKET AND DRIVING DOWN VALUES
 - WAITING LONGER DRIVES TRADE IN VALUE DOWN \$70,000



IF WE WAIT....

- TIME TO REPLACE IPAD CASES ANYWAY NORMAL WEAR AND TEAR AFTER 2 YEARS: \$30,000
- INCREASED REPAIR/REPLACE COSTS: EST. \$25,000
- GREATLY REDUCED TRADE-IN VALUES (WAITING ONE YEAR ESTIMATED \$70,000 LESS)
- NO ZERO PERCENT FINANCE (\$46,000)
- DIMINISHING BATTERY LIFE AND PERFORMANCE AFTER 3RD YEAR.
- IPAD SHORTAGES DUE TO AIR2'S NOT BEING REPAIRABLE. ALREADY AT MINIMUM LEVELS FOR STAFF DEVICES.
- THESE COSTS ALONE ARE A SUBSTANTIAL CHUNK OF ONE YEAR'S LEASE PAYMENTS.

LEASE ESTIMATE

\$1 Purchase Option

The \$1 Purchase Option allows your school to create fixed costs, build equity that can be leveraged for more equipment year after year, and retain the benefits of a \$1.00 purchase option lease structure. This is the best option for schools that want to own their equipment at term's end, want to build a fleet of systems quickly, and/or seek to create a long-term budgetary plan for their systems.

With the \$1 Purchase Option, a school that owns their equipment at term's end may seek to trade in that equipment for credit toward new systems or for cash. Apple's Trade-In Program for Education is available to guide your school through responsible equipment disposal. Many schools have used this program to recover past years' budget dollars in order to pay for a portion of their next systems deployment.

Financed Amount	\$1,125,080.00
Annual Advance Payment	\$281,270.00
Payment Terms	4 Years

0% Promotional Lease Rate

APPLE CARE + TRIAL

- THREE YEARS APPLE CARE PLUS \$49, USUALLY \$79, SAVINGS OF \$30 PER IPAD!
- WAIVED SERVICE FEES FOR UP TO TWO INCIDENTS OF ACCIDENTAL DAMAGE, CURRENTLY \$49 PER OCCURRENCE
- LAST YEAR WE SPENT ~\$10,000 ON FEES
- USING THE \$30 SAVINGS TO PURCHASE THE STM DUO DUX PLUS CASE FOR \$35 (NORMALLY \$69.95)

Home > Collections > Dux Collection > iPad 7th gen

DUX PLUS DUO

iPad 7th gen

☆☆☆☆☆ Write a review Ask a question

\$69.95

COMING SOON

Tested to exceed U.S. Mil-Spec drop tests, Dux Plus Duo withstands the rigours of the classroom, work, and everyday use. Designed with educators' and IT professionals' input, the case features our patented magnetic closure, a transparent back for asset tagging or user customization, and integrated storage that can accommodate either the Apple Pencil or Logitech Crayon.

Compatible with the iPad 7th gen. Model Number(s): A2197, A2198, A2200

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TIMELINE

- BOARD APPROVAL 11/20
- BOARD ATTORNEY REVIEW 11/21
- LEASE SENT TO KDE 11/22
- RECEIVE NEW DEVICES UPON KDE LEASE APPROVAL
- COLLECT CURRENT DEVICES 12/20
- DIAMOND ASSETS PICKS UP TRADE IN DEVICES - TBD