



THE SAMSUNG ADVANTAGE

Understanding the True Cost of Ownership

	Samsung	Competitor A	Hosted
1 Initial Cost for Hardware	\$ 1.00	\$ 2.00	\$ 1.00
2 Software Upgrade*	\$ 0	\$ 1.00	\$ 1.00
3 Warranty*	\$ 0	\$ 1.00	\$ 1.00
4 Software Patches*	\$ 0	\$ 1.00	\$ 1.00
5 Firmware Updates*	\$ 0	\$ 1.00	\$ 1.00
6 License Model	Licensing is not reoccurring		
7 Scalability	\$ 1.00	\$ 1.00	\$ 3.00
Total Cost of Ownership over 5 Years	8 \$ 2.00	\$ 7.00	\$ 8.00

1 Initial Cost: Very often, the upfront cost is just one aspect of your total cost. Take into consideration all the elements involved to fully run your system.

2 Software Upgrades*: They can be very costly. Samsung provides software upgrades at no charge for the lifetime of the system.

3 Warranty*: Samsung's innovation and quality backed by one of the best warranties in the industry.

4 Software Patches*: Samsung provides to all of our customers software patches at no charge.

5 Firmware Updates*: Samsung provides firmware updates at no charge to authorized partners, enabling them to pass along cost savings to you.

6 Licensing Model: Samsung OfficeServ doesn't have any type of renewal for software licensing.

7 Scalability: Samsung products are created with growth and scalability in mind. You can easily migrate from a small to a larger capacity system and still use most of the components, endpoints and software with no additional user training.

8 Samsung Total Cost of Ownership: With Samsung, your business will be able to minimize the total costs usually charged by other vendors over the life of the system.

Contact one of our Authorized Partners to help you avoid hidden costs and expensive surprises over the next years.

*Local services and maintenance cost not included.