Printer Acquisition Matrix

Use this chart to evaluate the ideal method for your organisation.

ACQUISITION MODEL	PRINTER HARDWARE	PRINTER SERVICE	PRINTER TONER	IMPORTANT
BUY (Capital Expense)	Pay the full amount up front to take title to the asset and depreciate it.	Pay extra - you ask employees to fix printers or you pay for extra printer service.	Pay extra - ink jet and laser printer cartridges are purchased as needed.	Purchase option requires the most capital up front.
LEASE (Operating Expense)	Make similar monthly payments over a 3 to 5 year lease term as an operating expense.	Pay extra - you ask employees to fix printers or you pay for extra printer service.	Pay extra - ink jet and laser printer cartridges are purchased as needed.	The printer lease cost is roughly 40% of your overall operating cost.
COST-PER-PAGE (Operating Expense)	Pay lease amount for the hardware and pay a set rate for black & white or colour prints with a monthly minimum volume commitment.	Printer service included in the agreed monthly print volume. Depending on the contract, service may be included irrespective of monthly print volume.	Included up to the agreed upon monthly minimum print volume. Overage charges apply for each additional prints.	Monthly volume minimums may force customers to pay for prints they may not use and escalators and overage charges often apply.
WHY BUY A PRINTER? (Operating Expense)	NO CHARGE for the printer. Includes expert printer selection advice.	NO CHARGE for the printer service from the local Cartridge World.	Customer simply agrees to purchase premium quality Cartridge World toner products.	Additional savings of up to 30% on toner purchases as compared to OEM RRPs.

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