



**SAMSUNG**

# THE SAMSUNG ADVANTAGE

## Understanding the True Cost of Ownership

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

**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.