

# HORIBA

Financial Services

Financing that works the way your facility works...

Introducing...

## *Signature Service*

for HORIBA diagnostic systems

### *Signature Service*

An Ideal solution for any organization looking for a better way to match revenues to expenses: *Signature Service* from HORIBA Financial Services. When adding any HORIBA diagnostic hematology system to your facility, each contract is structured with a pre-established minimum volume so that the first payment due is 30 days from the start of the contract. *Signature Service* includes the components necessary (i.e. equipment, reagents and service) to satisfy your laboratory testing needs throughout the term of the agreement.

### *How does Signature Service work?*

Completing a simple one-page document makes it easy and affordable for you to see the value of having HORIBA diagnostic systems in your facility. Within as little as 30 days from the start of the contract you can start generating revenue. *It's that easy!*

### *What are the benefits of Signature Service?*

- All necessary components (i.e. equipment, reagents, service) are included with your lease...no need to negotiate additional contracts.
- One easy monthly payment without the hassle of multiple purchase orders.
- As the needs of your facility change, you can quickly modify the existing contract with an addendum.
- It's all about flexibility! If you wish to defer payments we can tailor a solution to meet your needs.

*To learn more about Signature Service contact your HORIBA Financial Services Representative (888) 800 8707.*

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*Signature Service*  
 for HORIBA diagnostic systems

**Service Pricing Comparison**

HORIBAMedical Instrument	Point-of-Sale service pricing over 5 years (1yr. warranty + 4 yr. service)	Signature Service pricing
Micros 60 CT	\$10,600 4-yrs	\$5,300 over 5-yr lease term <b>savings \$5,300 !!</b>
Micros IM <sup>2</sup>	\$12,360 4-yrs	\$6,180 over 5-yr lease term <b>savings \$6,180 !!</b>
Pentra 60 C+	\$15,880 4-yrs	\$7,940 over 5-yr lease term <b>savings \$7,940 !!</b>
Pentra XL80	\$26,480 4-yrs	\$13,240 over 5-yr lease term <b>savings \$13,240 !!</b>

**Instrument Operations Pricing Comparison**

\*\* POS direct pricing includes instrument, reagents and service based upon the daily estimated volume (assumes 5-day work week)

HORIBAMedical Instrument	** Daily volume an estimate used to calculate either cash purchase or lease	Signature Point-of-Sale Direct cash purchase incl. Instrument, reagents, service	Signature Service Instrument Operation Pricing incl. Instrument, reagents, service	Signature Service SAVINGS
Micros 60 CT	10 CBC's/day	\$1,783/month	\$735 /month	<b>\$1,048/mo.</b>
Micros IM <sup>2</sup>	10 CBC's/day	\$2,131/month	\$ 833 /month	<b>\$1,298/mo.</b>
Pentra 60 C+	25 CBC's/day	\$3,867/month	\$1,479 /month	<b>\$2,388/mo.</b>
Pentra XL80	50 CBC's/day	\$5,474/month	\$2,296 /month	<b>\$3,178/mo.</b>

These figures are based upon certain assumptions, which may vary the monthly leasing payments. Contact your HORIBAMedical sales representative for specific leasing information. This program is available through selected HORIBAMedical distribution partners.

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