

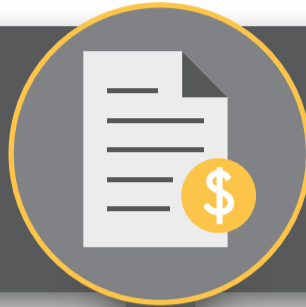
SHIELD

VS

OWNERSHIP

For sales professionals

**Cash Purchase
\$1 Buyout Lease**
OWNERSHIP



**Shield Monthly
Payment Option**
AS A SERVICE

CUSTOMER SELLING POINTS



Ability to Offer
Monthly Payments
with a \$1
Buyout Lease



- OPEX Expense
- Natural
Disaster Coverage
- Technology
Obsolescence Protection
- Flexible End of
Term Options

MARKETPLACE PERCEPTION



Viewed as a
Commodity Sale



As a Service & in
Alignment with the
Current Marketplace

FINANCIAL PERKS



No Recurring
Revenue & Lower
Margins on a
Cash Sale*



Maintain Margins
by Selling
Multi-Year Support &
Increasing Commission*

CUSTOMER STICKINESS



No Contractual
Customer Loyalty



Contractual Loyalty