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Technology Leasing: Power Tools for Lessees

James M. Johnson, Barry S. Marks

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Technology Leasing: Power Tools for Lessees James M. Johnson, Barry S. Marks
This unique book enables business professionals to understand and negotiate leases for their technology equipment needs.

Written in an informal style, the authors explain technology lease contract provisions, what to look for and what provisions to avoid.

The centerpiece of the book is a typical technology lease, with author commentary on how the contract should be modified to protect the lessee's interest, the lessor's likely comeback, and where compromises may be struck.

The book offers detailed examples of lease versus purchase analysis for technology leases, with an emphasis on desktop computer leases. A follow-on chapter highlights how various factors will influence the attractiveness of leasing, and in which direction.

Technology Leasing also includes a valuable chapter focusing on how to best compare leasing proposals from several bidding lessors.

For the uninitiated, the book includes a valuable time value of money chapter, which explains, with numerous examples, how to analyze leasing cash flows with payments in advance or arrears, monthly or quarterly payments, yield calculations and other standard leasing numerical issues.

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