



# Leases that meet the needs of educational institutions. Like yours.

Our goal is to put you first by delivering customized leasing solutions, competitive rates, and outstanding customer service.

# Putting you first.

We understand that educational institutions have unique equipment and leasing needs. We offer a variety of lease structures, such as on- and off-

balance-sheet leases, step leases, skip leases, and deferred rentals to meet *your* specific needs. We have extensive experience designing leases for complex computer hardware and software projects, network equipment, telecommunications equipment, office furniture, and more. For example, our *Student Notebook Program*<sup>™</sup> offers 12-, 24-, 36-, or 48-month leases for student computers. And First American specializes in projects involving multiple suppliers with varied installation schedules.

## Expand your options.

Leasing provides educational institutions with financing that matches the useful life of the equipment better than traditional or bond financing. Leases also provide greater flexibility and allow you to easily make upgrades, additions, and modifications to the leased equipment, or simply return it. Leasing is the ideal way to ensure against the obsolescence of technology equipment.

## Why leasing is often your best choice.

Leases allow you to lock in your rate, eliminating the risk of rising market rates.

A lease line can be established that is separate from your school's cash management facilities and has little or no impact on your balance sheet or existing debt covenants. Large projects involving multiple suppliers and long installation periods can be easily combined into a single transaction by First American. This enables you to obtain the equipment you need on your own timetable, rather than your budget's timetable.



"I have been very happy with the service from First American. They allow us to obtain the equipment we need from vendors of our choice and then finance it at favorable rates, with favorable end-of-lease terms. Whenever we have initiated a new lease schedule, First American has accommodated us with prompt and detailed service. I recommend them very highly."

Alan Candiotti, Ph.D.  
Asst. VP, University Technology,  
Drew University



### Helping you get more for your money.

Because we conduct most of our business electronically and over the telephone, First American has one of the leanest cost structures of any national equipment leasing company. We pass those savings on to you in the form of lower rates. We employ top tax, accounting, and legal professionals who design customized lease agreements that save you money. Our asset management experience allows us to take aggressive residual positions, reducing your costs even more. There are no hidden fees—in fact, there are no fees of any kind.

### A new standard in customer service.

As a First American customer, you will never be referred to a customer service center. Instead, you'll work with a single administrative point of contact for the life of our relationship. Your Transaction Manager will become an expert in your institution and your leases, and is someone you will know by name. If you ever have a question, just give your Transaction Manager a call. No other national commercial lending firm makes this commitment to service.

### Making it all a little easier for you.

Our *Simplified Paperwork Package™* and *Rapid Turnaround Process™* help you get the equipment you need fast. We work closely with your suppliers to facilitate ordering and billing. We also offer electronic billing and payment, online asset management through our *Customer Connect™* web link, and a variety of custom options designed to make managing your leases more efficient.

“It has been a great experience doing business with First American. Customer service and satisfaction are clearly a top priority to your company. Working with [our Transaction Manager] has been a pleasure and he made the entire process, from the signing of the lease to the setup of the payments, extremely easy.”

Amparo Moon, Controller,  
University of Portland

### Types of Assets Financed

- Computer hardware and software
- LAN/WAN hardware and software
- Network security systems
- Student notebook programs
- Data storage systems
- Telecommunications equipment
- Videoconferencing systems
- Point-of-sale systems
- Athletic, stadium, and fitness equipment
- Video and broadcasting equipment
- Office furniture and machines
- Medical and laboratory equipment
- Document imaging and archival systems
- Construction services
- Consulting and implementation services
- Prepaid technical support

### Financing Options

- Operating leases
- Capital leases
- Lease lines of credit
- Sale and leasebacks
- Stepped up/down leases
- Seasonal/skipped payments
- Deferred payments
- First Amendment leases
- Balloon payments
- Tax-oriented leases

## Contact us.

If you're looking for a leasing company that truly understands the needs of higher education—and always puts you first—just give us a call. Or visit us at **www.faef.com** for more information.

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Member, Equipment Leasing Association,  
 United Association of Equipment Leasing,  
 and American Bankers Association

NACUBO Corporate Member



At First American Equipment Finance,  
 our first priority is you.

We partner with you to understand your  
 institution and offer lease solutions  
 that fit your equipment requirements,  
 meet your terms, and suit your budget.