

Case Study 1

CLASS provided a parochial college preparatory school with 400 laptops for use by students in grades 6 – 8. By leasing all 400 units the school received a deeply discounted rate. The school created a laptop lease-to-own program for each parent/student. Affordable payments were folded into the tuition bill of each student. During the three-year lease term, the laptops were maintained under the manufacturer's full warranty and insurance, as well as being covered by 24 x 7 vendor support. At the end of the lease term, the parent/student owned their laptop. Everyone was a winner—the students were provided with an enhanced learning tool at a cost that was very affordable.

Case Study 2

A 900 student elementary school in New Jersey was recently faced with a tough challenge. After a successful installation of a new wireless network, the school needed to address an aging set of network servers and decided to restructure the network to manage the growing demand of the student body. A new SAN was planned at a cost of \$40,000. Due to the harsh economic environment the annual State Grant which the school relied upon to purchase new computers each year was cut from \$40k to \$0. The planned equipment purchases and SAN installation was put on hold. The school faced a dilemma of what needed to be sacrificed for the current school year.

With the help of a 3 year lease structured by CLASS, the school was able to complete the SAN network, ordered over 125 laptops including 25 Macbooks, HP and Acer Netbooks, 6 Smart boards, 25 iPod Touch Cart, 12 HP desktops, Projectors, White Boards and more. Amazingly this was all accomplished with plenty of room left in the current year's budget. The Director of Technology insists she thanks CLASS every single day.

Providing schools with a new LEASE on life



The CLASS Pledge

Corporate Leasing Associates is a family-owned business. Since our inception in 1982, providing superb customer service has been our prime focus. We are proud of our good name in the leasing industry which has enabled us to build long-term relationships with our clients, investors, and financial institutions. We pledge to work hard to surpass your expectations and to provide solutions that make a meaningful difference to your school and your students.

Let's Talk

We'd be delighted to discuss how CLASS can make a difference to your school. Contact us today for a free, no-obligation consultation. We look forward to hearing from you.



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The Budget Question

Schools are faced with difficult choices when determining how to allocate limited resources. Budgets are stretched thin. IT initiatives get pushed off to a wish list. Imagine how you could transform your student's lives if your IT budget doubled overnight. What more would you do for your students and faculty now?

The CLASS Leasing Solution

While CLASS cannot actually increase your budget, we can get you the most out of it and make every dollar go further. Effectively, leasing with CLASS expands your annual budget by up to 3X! For over 25 years we have helped schools and corporate clients move ahead by providing exceptional lease rates backed by unmatched personal service.

When you partner with CLASS, we will assess your needs and create a leasing plan that is tailored to your specific needs. The result is your ability to accomplish more than you ever thought possible while saving money in the process. Your students will benefit from an exciting learning environment and be well equipped to rise to the challenges of today's world.



WHY CHOOSE LEASING?

There is a wide range of reasons to lease. Below are some of the more important reasons why schools choose to lease.

NO DOWN PAYMENT REQUIRED

Only the first monthly payment is required to start a lease.

SECURE 100% FINANCING

We can include incidental costs associated with the acquisition of products and services, such as installation, training, shipping, maintenance, and insurance, in the lease payment.

PRESERVE WORKING CAPITAL

Leasing allows the school to conserve their working capital. Instead of making large expenditures, they can invest their working capital in more important buildings and educational programs, meet short-term obligations, or take care of other school needs. With leasing, the school pays for equipment use, not ownership, though title can transfer if desired.

PRESERVE CREDIT LINES

Unlike a loan, leasing does not affect bank lines of credit. Our sources of funding are outside the traditional bank financing arrangements.

FIXED PAYMENTS

Fixed monthly payments make budgeting simpler and helps avoid the uncertainty of variable (floating) interest rates typical of bank loans.

A PROGRAM THAT MATCHES THE USEFUL LIFE & TUITION COLLECTION

Because a school may only need the products for 12 to 48 months, they can pay for what they use and not own the product. Payment terms can match tuition collections.

SHIFT RISK OF TECHNOLOGY OBSOLESCENCE

In purchasing technology equipment a school must assume a useful life and value at the end. In a fair market value lease the Lessor takes the risk of the value at the end of the lease.

Why Lease with CLASS?

- We specialize in educational leasing
- Personal hands-on service throughout the entire lease process
- We work with you as partners to create solutions for your specific needs
- Unparalleled lease rates and flexibility on transactions of any size
- Over 25 years experience financing over a billion dollars of leases to some of the most reputable companies in the world
- Strong relationships with vendors and banks translates into cost savings and lower rates
- Extensive remarketing operation can handle the entire equipment return process
- Uncompromising ethics from a family-owned business with an exemplary reputation

The Lease Process

- 1 School obtains price quote from Vendor for equipment desired (we can help)
- 2 School requests and approves lease rates from CLASS and enters into Lease Agreement
- 3 CLASS issues a Purchase Order to the Vendor
- 4 Vendor delivers equipment to School
- 5 CLASS pays Vendor the purchase price
- 6 School makes lease payments to CLASS over the lease term

Do More & Save More with CLASS!

