

# FINANCIAL ANALYSIS AND NEGOTIATION

**TCI** examines the most effective means to acquire capital equipment. Elements **TCI** analyzes include:

- »» If leasing is the best approach and, if so, the type of lease
- »» Full service leasing options
- »» Capital lease or operational lease
- »» Should interest rate float or be fixed
- »» Terms, conditions and amendments



**TCI** can improve your bargaining position as **TCI** negotiates with lessors, lenders, and finance companies virtually every business day.