

## CUSTOMER ACQUISITION OPTIONS

Technology is changing rapidly and is an essential tool used in every business and municipality. Radios and other communications tools are just one part of this. United Radio is pleased to offer lease and acquisition financing solutions to our customers for consideration. This will allow for you to get the technology you need to meet and exceed customer expectations while maintaining your liquidity to take advantage of market opportunities. Get the technology you want now and use future (lower valued dollars) with simple monthly (annual) payment solutions.

<b>CAPITAL AGREEMENT</b>	Funding upon Delivery and Acceptance, followed by the monthly rent for the term and typically a \$1.00 Purchase Option or Balloon Payment. 12-63 month terms.
<b>COST CUTTER / Balloon</b>	Funding upon Delivery and Acceptance, followed by the monthly rent for the term and typically 15% (or other %) at end of term Purchase or renewal for 12 more months at same rent after which they own the equipment. 36-63 month terms.
<b>FMV / RENTAL</b>	Funding upon Delivery and Acceptance, followed by the monthly rent for the term and typically a Fair Market Value Purchase Option or Return, the agreement continues at the same rent or they can return the equipment. 12-63 month terms.
<b>FUTURE FUNDS</b>	Funding upon Delivery and Acceptance, followed by an agreed to rent, typically 1% of the equipment cost, for a period up to eleven months, followed by either a fixed balloon payment at the cash price, or the transaction converts to a fixed term. Security Deposit may be required.
<b>OTHER PROGRAMS</b>	<p>These can be structured</p> <p>90 DAY SAME AS CASH – 5% discount off Vendor Invoice *transaction must be greater than \$10K</p> <p>60 &amp; 90 DAY DEFERRAL – Defer the payments until the Customer generates revenue or savings</p> <p>STEP UP LEASE – Payments grow with benefit derived from equipment.</p> <p>SKIP PAYMEN – No payments during slow season.</p> <p>SEASONAL - Lower payments during slow season.</p> <p>SHORT TERM – Plans of less than 2 years</p> <p>COST PER / SCAN / USE / DEVICE – Fixed plans for selling buy the usage with fixed minimums required</p>