

Purchase Devices Currently Out of Warranty

	All Devices (One time)	3 Year Refresh (Annual)	4 Year Refresh (Annual)
Current Price Point (\$239)	\$ 37,193,658	\$ 14,401,000 * Lease - \$4,800,324	\$ 12,123,970 * Lease - \$3,030,993
Industry Average (\$400)	\$ 62,248,800	\$ 25,073,600	\$ 18,804,800
6 – 12 Current Price Point (\$239)	\$ 29,875,000	\$ 9,958,113	\$ 7,468,750
6 – 12 Industry Average (\$400)	\$ 50,000,000	\$ 16,666,800	\$ 12,500,000

* ALL – 188,000 (approximate)

** 6 – 12 = 125,000

