BUYING DECISION FOR OFFICE COPIERS

Decision Context: Your firm needs a new copier to supplement current copiers already in place. Moderate volume use (25,000 copies per month) is expected.

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| **N \_\_\_\_ pts.** |  | **D \_\_\_\_ pts.** |  | **J \_\_\_\_ pts.** |
| Price: $3,500 |  | Price: $4,400 |  | Price: $5,000 |
| Feature Package: A |  | Feature Package: C |  | Feature Package: B |
| Maintenance Hours per Month: 2 hrs. |  | Maintenance Hours per Month: 2 hrs. |  | Maintenance Hours per Month: 2 hrs. |
| Delivery Lead Time: 2 weeks |  | Delivery Lead Time: Immediate |  | Delivery Lead Time: 6 weeks |
|  |  |  |  |  |
| **C \_\_\_\_ pts.** |  | **W \_\_\_\_ pts.** |  | **T \_\_\_\_ pts.** |
| Price: $3,500 |  | Price: $4,400 |  | Price: $5,000 |
| Feature Package: B |  | Feature Package: A |  | Feature Package: C |
| Maintenance Hours per Month: 5 hrs. |  | Maintenance Hours per Month: 5 hrs. |  | Maintenance Hours per Month: 5 hrs. |
| Delivery Lead Time: Immediate |  | Delivery Lead Time: 6 weeks |  | Delivery Lead Time: 2 weeks |
|  |  |  |  |  |
| **A \_\_\_\_ pts.** |  | **G \_\_\_\_ pts.** |  | **L \_\_\_\_ pts.** |
| Price: $3,500 |  | Price: $4,400 |  | Price: $5,000 |
| Feature Package: C |  | Feature Package: B |  | Feature Package: A |
| Maintenance Hours per Month: 8 hrs. |  | Maintenance Hours per Month: 8 hrs. |  | Maintenance Hours per Month: 8 hrs. |
| Delivery Lead Time: 6 weeks |  | Delivery Lead Time: 2 weeks |  | Delivery Lead Time: Immediate |

Feature Package Key:

A. Reduction/Enlargement, 11 × 17 oversized documents, toner flow control.

B. Package A features plus automatic document feeder, oversized paper tray.

C. Package B features plus document sorter, automatic two-sided copying.BUYING DECISION FOR PAINTED SHEET METAL