

# Requisition

Req # 00345143

PO #

Date: 06/22/17

Bill To: x  
x

*Q: 60573*

**Vendor:** 211567  
GE CAPITAL INFORMATION TECHNOLOGY SOJ  
RICOH USA, INC.  
P.O. BOX 650073  
DALLAS TX 75265

**Ship To:** JP PCT 1, PL 2  
1902 Joe Stephens STE 302  
WESLACO TX 78596

**Contact:** JP 1-2  
956-968-0707

**Contract No:** DIR-TSO-3041

**Special Instructions:**

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	AMOUNT
		6 MONTHS REMAINING IN FISCAL YEAR: 7/1/17 - 12/31/17 DIR-TSO-3041 NEW 48-MONTH (CAPITAL LEASE FOR A RICOH MPC4504 #417451 WITH SERVICE) DO NOT DUPLICATE ORDER		
6.00	MONTH	CO NEW 48 MONTH (CAPITAL LEASE FOR A RICOH MPC4504 #417451 WITH SERVICE	103.35	620.10
6.00	MONTH	CO ESP XG-PCS-15D	3.79	22.74
6.00	MONTH	CO NETWORK PRINT/SCAN CONNECTION (SEG.BC4)-PS-NWSCBC4	6.26	37.56
6.00	MONTH	CO CABINET TYPE F	2.57	15.42
6.00	MONTH	CO SERVICE (1,000 B/W IMPRESSIONS MONTHLY @ \$0.0069	6.90	41.40
6.00	MONTH	CO SERVICE (750 COLOR IMPRESSIONS MONTHLY @ \$0.0428	32.10	192.60
1.00	LOT	CO OVERAGES BILLED QUARTERLY - B/W @ \$0.0069 & COLOR @ \$0.0428	200.00	200.00
1.00				.00
		<u>Account No</u>	<u>Encumbrance</u>	
		7-1100-412-00-062-001-0-610	200.00	
		7-1242-412-00-060-001-0-430	234.00	
		7-1242-412-00-060-001-0-780	695.82	
			Freight	.00
			Total	1,129.82
		6 MONTHS REMAINING IN FISCAL YEAR: 7/1/17 - 12/31/17 DIR-TSO-3041 48-MONTH LEASE AND SERVICE TERMS GOLD SERVICE INCLUDES: PARTS, LABOR, TONER & STAPLES *To the extent permitted by the laws and Constitution of The State of Texas equipment is to be leased in accordance with the terms and conditions of State of Texas Department of Information Resources Contract No. DIR-TSO-3041 Appendix D Master Lease Agreement. It is acknowledged and agreed that this Purchase Order constitutes a "Schedule" as defined in the Master Lease Agreement. Includes Full and Final Upgrade and Payoff of Contract: 429301-3512812 & 429301-3512783 OVERAGES BILLED QUARTERLY B&W @ \$0.0069 AND COLOR @ \$0.0428		
		*Billed To/Shipped To:		

**Authorized By:** \_\_\_\_\_

# Requisition

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GE CAPITAL INFORMATION TECHNOLOGY SOI  
RICOH USA, INC.  
P.O. BOX 650073  
DALLAS TX 75265

Ship To: JP PCT 1, PL 2  
1902 Joe Stephens STE 302  
WESLACO TX 78596

Contact:

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	AMOUNT
		Hidalgo County - JP 1 PL 2 Contact: Irene I. Cardenas (956)968-0707 1902 Joe Stephens, Ste. #302 Weslaco, TX 78596  REPORT ROAD HAZARDS 1-866-HCR-SAFE OR 1-866-427-7233		

Authorized By: \_\_\_\_\_

**Zimbra****liza.lopez@co.hidalgo.tx.us**

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**Re: Hidalgo County JP 1 PL 2 - Ricoh Printers Upgrade to MPC4504**

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**From :** Renan Ramirez  
<renan.ramirez@co.hidalgo.tx.us>

Wed, Jul 05, 2017 09:45 AM

 12 attachments

**Subject :** Re: Hidalgo County JP 1 PL 2 - Ricoh  
Printers Upgrade to MPC4504

**To :** Liza Lopez <liza.lopez@co.hidalgo.tx.us>

Approve!

-----  
Renán Ramirez  
Chief Information Officer  
County of Hidalgo, Texas  
office: 956-289-7444

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**From:** "Liza Lopez" <liza.lopez@co.hidalgo.tx.us>  
**To:** "Renan Ramirez" <renan.ramirez@co.hidalgo.tx.us>  
**Cc:** "liza.lopez" <liza.lopez@co.hidalgo.tx.us>  
**Sent:** Wednesday, July 5, 2017 9:38:56 AM  
**Subject:** Fwd: Hidalgo County JP 1 PL 2 - Ricoh Printers Upgrade to MPC4504

Requesting approval for JP1 PL2 copier

Thanks LIZA

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**From:** "Aissa Acevedo" <Aissa.Acevedo@ricoh-usa.com>  
**To:** "Liza Lopez" <liza.lopez@co.hidalgo.tx.us>  
**Sent:** Wednesday, July 5, 2017 9:33:56 AM  
**Subject:** Fw: Hidalgo County JP 1 PL 2 - Ricoh Printers Upgrade to MPC4504

Hi Ms. Liza!  
I got your voicemail, but am on the other line.  
Is this what you were needing?  
See below and attached.  
Please let me know if you need anything else!

**Aissa Acevedo**

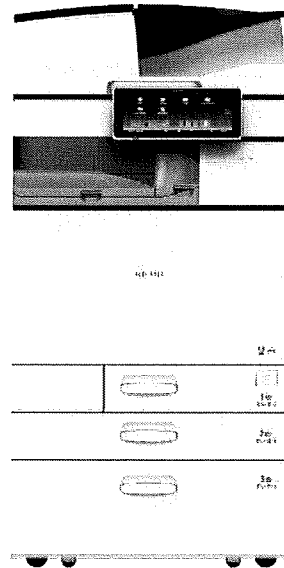
R-345143

# Ricoh MPC4504

Color & Black/White Multifunctional Device

## Key Features

- 45-PPM monochrome and color
- 1,200-sheet paper capacity  
2 – 550 Sheet Paper Trays with Cabinet Stand  
1 – 100 Sheet Bypass
- Scan to/Print from USB/SD Card
- Configured to Print & Scan -Providing both black & white and color scanning  
Scan-to-Email, Scan-to-Folder, Scan-to-URL and Network TWAIN Scanning
- DOSS (Data Overwrite Security System) For ISO 15408 Compliance
- Energy Star® compliant



## DIR Contract - Investment Details for Either Purchase or 48 Month Lease

Equipment Breakdown	DIR Purchase Pricing	DIR 48 Month Pricing
Ricoh MPC4504 #417451	\$3,875.85	\$103.35
ESP XG-PCS-15D	\$151.13	\$3.79
Network & Scan Connect – Seg BC4 / PS-NWSCBC4	\$250.00	\$6.26
Cabinet Type F	\$102.77	\$2.57
<b>Equipment Totals</b>	<b>\$4,379.75</b>	<b>\$115.97</b>
Service (1,000 B/W impressions monthly @ \$0.0069) (Overages billed quarterly @ \$0.0069)		\$6.90
Service (750 Color impressions monthly @ \$0.0428) (Overages billed quarterly @ \$0.0428)		\$32.10
		<b>GRAND TOTAL PER MONTH \$154.97</b>

**Pricing Components Include:** Equipment, Delivery, Installation, Operator Training, Maintenance, Toner, Staples and Service performed by Ricoh Customer Service Technicians (You will incur no additional charges for parts or labor).

7 MONTHS REMAINING IN FISCAL YEAR: 6/1/17-12/31/17

State of Texas DIR Contract Number: DIR-TSO-3041

48 MONTH LEASE AND SERVICE TERM

GOLD SERVICE INCLUDES: PARTS, LABOR, TONER & STAPLES

\*To the extent permitted by the laws and Constitution of The State of Texas, equipment is to be leased in accordance with the terms and conditions of State of Texas Department of Information Resources Contract No. DIR-TSO-3041 Appendix D Master Lease Agreement. It is acknowledged and agreed that this Purchase Order constitutes a "Schedule" as defined in the Master Lease Agreement.

Overages Billed Quarterly. B&W @ \$0.0069 and Color @ \$0.0428.

Includes Full and Final Upgrade and Payoff of Contract: 429301-3512812 & 429301-3512783

\*Bill To / Ship To:

Hidalgo County – JP1PL2

1902 Joe Stephens, Ste. 302

Weslaco, TX 7896

Contact: Irene Cardenas / Phone: 956-968-0707

JP1 P12

**RICOH**  
imagine. change.

# Proposal for Document Copying & Printing Solutions



Hidalgo County  
JP 1 PL 2  
Analysis & Proposal



## PREPARED BY:

Aissa Acevedo-Major Account Executive

Mobile: (956) 607-6465

Fax: (956) 687-2012

Email: [Aissa.Acevedo@Ricoh-USA.com](mailto:Aissa.Acevedo@Ricoh-USA.com)

*Proposal Submitted: June 14, 2017*

**RICOH**  
imagine. change.

## Current Situation Analysis

Department Model C Serial # / EID	Configuration	Average Monthly Volume Last 10 Months	36 Month Lease Payment
JP1 PL2 Ricoh SPC252DN C85100031	21 PPM B/W and Color 2 – 550 Sheet Trays and Cabinet Bypass Tray	B/W – 704 Color – 523	\$63.58
<b>Service / Maintenance</b> Includes 250 B&W Clicks and 250 Color Clicks Per Month Overages Billed Quarterly Overage Rates are: B&W @ \$0.02429 and Color @ \$0.14710			
<b>OVERAGES</b> B&W – 454 @ \$0.02429 = \$11.03 Color – 273 @ \$0.14710 = \$40.16			
<b>TOTAL MONTHLY PAYMENT (Lease + Overages)</b> <b>\$114.77</b>			

Department Model C Serial # / EID	Configuration	Average Monthly Volume Last 10 Months	36 Month Lease Payment
JP1 PL2 Ricoh SPC252DN C85099960	21 PPM B/W and Color 2 – 550 Sheet Trays and Cabinet Bypass Tray	B/W – 698 Color – 602	\$63.58
<b>Service / Maintenance</b> Includes 250 B&W Clicks and 250 Color Clicks Per Month Overages Billed Quarterly Overage Rates are: B&W @ \$0.02429 and Color @ \$0.14710			
<b>OVERAGES</b> B&W – 448 @ \$0.02429 = \$10.88 Color – 352 @ \$0.14710 = \$50.78			
<b>TOTAL MONTHLY PAYMENT (Lease + Overages)</b> <b>\$125.24</b>			

<b>TOTAL MONTHLY SPEND</b> <b>\$240.01</b>
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# RICOH

## Texas DIR

### Purchase / Lease / Full Maintenance

#### Schedule B to Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lease rates are subject to quarterly review and adjustment, unless otherwise noted in the Ricoh Master Agreement.

Lease payments exclude taxes.

Ricoh Product Code EDP	Copies Price Developments Per Minute	Ricoh Equipment and Options Price Per Unit	Contract Purchase Price	FMV Lease Payments				Base Charge	Base Frequency	Color Allowance	Color CPC	Supplies Included	Preclusion Tick? Click	Delivery & Installation Hardware
				24 Monthly PPT/Included	36 Monthly PPT/Included	48 Monthly PPT/Included	60 Monthly PPT/Included							
417451	45 B&W / 60 Color	MP C4504	\$10,959.00	\$179.89	\$184.78	\$192.54	\$200.85		MTH		0.0089	Yes		Included
009264MU	80 B&W / 60 Color	MP C4504	\$22,015.00	\$264.14	\$274.14	\$284.14	\$293.85	\$13.40	MTH		0.0431	Yes		Included
417585	PS-NW52BC24	Network & Scan Connect - Seg B/C	348.00	1511.19	6.26	3.79	3.33							
417465	1 Bin Tray BN3110	Network & Scan Connect - Seg B/C	555.00	1511.19	6.26	3.79	3.33							
417464	Booklet Finisher SR3220	Booklet Finisher SR3220	3,995.00	1,132.44	14.92	34.57	24.98	\$17.00	MTH		No			
417587	Bridge Unit BU3070	Bridge Unit BU3070	4,755.00	89.71	40.05	35.21	32.00	\$24.00	MTH		No			
417588	Chalk Tray F	Chalk Tray F	205.00	86.62	3.60	2.57	2.35							
417589	Chalk Tray MS	Chalk Tray MS	250.00	102.77	4.48	3.13	2.82							
417590	Chalk Tray S	Chalk Tray S	270.00	108.81	4.74	3.32	2.99							
417591	Chalk Tray X	Chalk Tray X	319.00	120.08	5.41	3.81	3.46							
417592	Chalk Tray Y	Chalk Tray Y	359.00	131.25	6.08	4.27	3.89							
417593	Chalk Tray Z	Chalk Tray Z	399.00	142.42	6.75	4.74	4.34							
417594	Chalk Tray AA	Chalk Tray AA	439.00	153.59	7.42	5.21	4.78							
417595	Chalk Tray AB	Chalk Tray AB	479.00	164.76	8.09	5.78	5.32							
417596	Chalk Tray AC	Chalk Tray AC	519.00	175.93	8.76	6.35	5.85							
417597	Chalk Tray AD	Chalk Tray AD	559.00	187.10	9.43	6.92	6.42							
417598	Chalk Tray AE	Chalk Tray AE	599.00	198.27	10.10	7.49	6.95							
417599	Chalk Tray AF	Chalk Tray AF	639.00	209.44	10.77	8.06	7.55							
417600	Chalk Tray AG	Chalk Tray AG	679.00	220.61	11.44	8.63	8.08							
417601	Chalk Tray AH	Chalk Tray AH	719.00	231.78	12.11	9.20	8.62							
417602	Chalk Tray AI	Chalk Tray AI	759.00	242.95	12.78	9.77	9.17							
417603	Chalk Tray AJ	Chalk Tray AJ	799.00	254.12	13.45	10.34	9.72							
417604	Chalk Tray AK	Chalk Tray AK	839.00	265.29	14.12	10.91	10.27							
417605	Chalk Tray AL	Chalk Tray AL	879.00	276.46	14.79	11.48	10.82							
417606	Chalk Tray AM	Chalk Tray AM	919.00	287.63	15.46	12.05	11.37							
417607	Chalk Tray AN	Chalk Tray AN	959.00	298.80	16.13	12.62	11.92							
417608	Chalk Tray AO	Chalk Tray AO	999.00	309.97	16.80	13.19	12.47							
417609	Chalk Tray AP	Chalk Tray AP	1,039.00	321.14	17.47	13.76	13.02							
417610	Chalk Tray AQ	Chalk Tray AQ	1,079.00	332.31	18.14	14.33	13.57							
417611	Chalk Tray AR	Chalk Tray AR	1,119.00	343.48	18.81	14.90	14.11							
417612	Chalk Tray AS	Chalk Tray AS	1,159.00	354.65	19.48	15.47	14.66							
417613	Chalk Tray AT	Chalk Tray AT	1,199.00	365.82	20.15	16.04	15.21							
417614	Chalk Tray AU	Chalk Tray AU	1,239.00	376.99	20.82	16.61	15.76							
417615	Chalk Tray AV	Chalk Tray AV	1,279.00	388.16	21.49	17.18	16.31							
417616	Chalk Tray AW	Chalk Tray AW	1,319.00	399.33	22.16	17.75	16.86							
417617	Chalk Tray AX	Chalk Tray AX	1,359.00	410.50	22.83	18.32	17.41							
417618	Chalk Tray AY	Chalk Tray AY	1,399.00	421.67	23.50	18.89	17.96							
417619	Chalk Tray AZ	Chalk Tray AZ	1,439.00	432.84	24.17	19.46	18.51							
417620	Chalk Tray BA	Chalk Tray BA	1,479.00	444.01	24.84	20.03	19.06							
417621	Chalk Tray BB	Chalk Tray BB	1,519.00	455.18	25.51	20.60	19.61							
417622	Chalk Tray BC	Chalk Tray BC	1,559.00	466.35	26.18	21.17	20.16							
417623	Chalk Tray BD	Chalk Tray BD	1,599.00	477.52	26.85	21.74	20.71							
417624	Chalk Tray BE	Chalk Tray BE	1,639.00	488.69	27.52	22.31	21.26							
417625	Chalk Tray BF	Chalk Tray BF	1,679.00	499.86	28.19	22.88	21.81							
417626	Chalk Tray BG	Chalk Tray BG	1,719.00	511.03	28.86	23.45	22.36							
417627	Chalk Tray BH	Chalk Tray BH	1,759.00	522.20	29.53	24.02	22.91							
417628	Chalk Tray BI	Chalk Tray BI	1,799.00	533.37	30.20	24.59	23.46							
417629	Chalk Tray BJ	Chalk Tray BJ	1,839.00	544.54	30.87	25.16	24.01							
417630	Chalk Tray BK	Chalk Tray BK	1,879.00	555.71	31.54	25.73	24.56							
417631	Chalk Tray BL	Chalk Tray BL	1,919.00	566.88	32.21	26.30	25.11							
417632	Chalk Tray BM	Chalk Tray BM	1,959.00	578.05	32.88	26.87	25.66							
417633	Chalk Tray BN	Chalk Tray BN	1,999.00	589.22	33.55	27.44	26.21							
417634	Chalk Tray BO	Chalk Tray BO	2,039.00	600.39	34.22	28.01	26.76							
417635	Chalk Tray BP	Chalk Tray BP	2,079.00	611.56	34.89	28.58	27.31							
417636	Chalk Tray BQ	Chalk Tray BQ	2,119.00	622.73	35.56	29.15	27.86							
417637	Chalk Tray BR	Chalk Tray BR	2,159.00	633.90	36.23	29.72	28.41							
417638	Chalk Tray BS	Chalk Tray BS	2,199.00	645.07	36.90	30.29	28.96							
417639	Chalk Tray BT	Chalk Tray BT	2,239.00	656.24	37.57	30.86	29.51							
417640	Chalk Tray BU	Chalk Tray BU	2,279.00	667.41	38.24	31.43	30.06							
417641	Chalk Tray BV	Chalk Tray BV	2,319.00	678.58	38.91	32.00	30.61							
417642	Chalk Tray BW	Chalk Tray BW	2,359.00	689.75	39.58	32.57	31.16							
417643	Chalk Tray BX	Chalk Tray BX	2,399.00	700.92	40.25	33.14	31.71							
417644	Chalk Tray BY	Chalk Tray BY	2,439.00	712.09	40.92	33.71	32.26							
417645	Chalk Tray BZ	Chalk Tray BZ	2,479.00	723.26	41.59	34.28	32.81							
417646	Chalk Tray CA	Chalk Tray CA	2,519.00	734.43	42.26	34.85	33.36							
417647	Chalk Tray CB	Chalk Tray CB	2,559.00	745.60	42.93	35.42	33.91							
417648	Chalk Tray CC	Chalk Tray CC	2,599.00	756.77	43.60	35.99	34.46							
417649	Chalk Tray CD	Chalk Tray CD	2,639.00	767.94	44.27	36.56	35.01							
417650	Chalk Tray CE	Chalk Tray CE	2,679.00	779.11	44.94	37.13	35.56							
417651	Chalk Tray CF	Chalk Tray CF	2,719.00	790.28	45.61	37.70	36.11							
417652	Chalk Tray CG	Chalk Tray CG	2,759.00	801.45	46.28	38.27	36.66							
417653	Chalk Tray CH	Chalk Tray CH	2,799.00	812.62	46.95	38.84	37.21							
417654	Chalk Tray CI	Chalk Tray CI	2,839.00	823.79	47.62	39.41	37.76							
417655	Chalk Tray CJ	Chalk Tray CJ	2,879.00	834.96	48.29	39.98	38.31							
417656	Chalk Tray CK	Chalk Tray CK	2,919.00	846.13	48.96	40.55	38.86							
417657	Chalk Tray CL	Chalk Tray CL	2,959.00	857.30	49.63	41.12	39.41							
417658	Chalk Tray CM	Chalk Tray CM	2,999.00	868.47	50.30	41.69	39.96							
417659	Chalk Tray CN	Chalk Tray CN	3,039.00	879.64	50.97	42.26	40.51							
417660	Chalk Tray CO	Chalk Tray CO	3,079.00	890.81	51.64	42.83	41.06							
417661	Chalk Tray CP	Chalk Tray CP	3,119.00	901.98	52.31	43.40	41.61							
417662	Chalk Tray CQ	Chalk Tray CQ	3,159.00	913.15	52.98	43.97	42.16							
417663	Chalk Tray CR	Chalk Tray CR	3,199.00	924.32	53.65	44.54	42.71							
417664	Chalk Tray CS	Chalk Tray CS	3,239.00	935.49	54.32	45.11	43.26							
417665	Chalk Tray CT	Chalk Tray CT	3,279.00	946.66	54.99	45.68	43.81							
417666	Chalk Tray CU	Chalk Tray CU	3,319.00	957.83	55.66	46.25	44.36							
417667	Chalk Tray CV	Chalk Tray CV	3,359.00	969.00	56.33	46.82	44.91							
417668	Chalk Tray CW	Chalk Tray CW	3,399.00	980.17	57.00	47.39	45.46							
417669	Chalk Tray CX	Chalk Tray CX	3,439.00	991.34	57.67	47.96	46.01							
417670	Chalk Tray CY	Chalk Tray CY	3,479.00	1,002.51	58.34	48.53	46.56							

# CERTIFICATE OF INTERESTED PARTIES

FORM 1295

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties.  
Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

## OFFICE USE ONLY CERTIFICATION OF FILING

1 Name of business entity filing form, and the city, state and country of the business entity's place of business.  
Ricoh USA, Inc.  
McAllen, TX United States

Certificate Number:  
2017-231261

Date Filed:  
06/30/2017

2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.  
County of Hidalgo

Date Acknowledged:

3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.

Req #345143  
Lease and Service for a MPC4504 for JP1 PL2

4	Name of Interested Party	City, State, Country (place of business)	Nature of Interest (check applicable)	
			Controlling	Intermediary
	Ricoh USA, Inc.	McAllen, TX United States		X

5 Check only if there is NO Interested Party.

6 AFFIDAVIT



I swear, or affirm, under penalty of perjury, that the above disclosure is true and correct.

Karl Lamb  
Signature of authorized agent of contracting business entity

AFFIX NOTARY STAMP / SEAL ABOVE

Sworn to and subscribed before me, by the said Karl Lamb, this the 30th day of June, 2017, to certify which, witness my hand and seal of office.

Virgil Delgado Signature of officer administering oath  
Virgil Delgado Printed name of officer administering oath  
Notary Public Title of officer administering oath

R-345143

FINANCIAL WEIGHT LOSS MATH PREGNANCY OTHER FOR YOUR SITE

Home / Financial Calculators / Lease Calculator

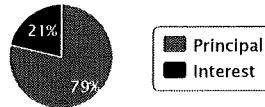
### Lease Calculator

Share @    

<b>Fix Rate</b>	<b>Fix Payment</b>
Product/Property Value	<input type="text" value="4379.75"/>
Residual Value	<input type="text" value="0"/>
Lease Term	<input type="text" value="0"/> years <input type="text" value="48"/> months
Monthly Payment	<input type="text" value="115.97"/>
<b>Calculate</b>	

### Result

Interest/Return Rate **12.295%**  
 Total of 48 Monthly Payments **\$5,566.56**  
 Total Interest **\$1,186.81**



### Financial Calculators

- [Mortgage](#)
- [Auto Loan](#)
- [Real Estate](#)
- [Payment](#)
- [Amortization](#)
- [Currency](#)
- [Inflation](#)
- [Finance](#)
- [Refinance](#)
- [Income Tax](#)
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- [Take-Home-Paycheck](#)
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- [Investment](#)
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- [Budget](#)
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Mortgage Rate: 30 year fixed, all points, Credit score 740+, 4.00% APR



**\$1,194/month**  
 Points: 0  
 Fees: \$0  
 NMLS # 244476

**APR: 4.000%**  
 Rate: 4.000%  
 Lock: 30 days  
 Jul. 5

[Next >](#)

877-643-6301



**\$1,123/month**  
 Points: 1.1  
 Fees: \$2,366

**APR: 3.667%**  
 Rate: 3.500%  
 Lock: 45 days  
 Jul. 5

[Next >](#)

877-317-9579



**\$1,140/month**  
 Points: 2  
 Fees: \$3,306  
 NMLS # 790396

**APR: 3.901%**  
 Rate: 3.625%  
 Lock: 30 days  
 Jul. 5

[Next >](#)

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### What is a Lease?

A lease is a contract made for the use of an asset. It is made between a lessor (the owner of the asset) and a lessee (the person who wants to use the asset).

You will hear the most about leasing houses and cars, but you can lease anything. Businesses routinely lease all sort of equipment, because the effect on the bottom line and on tax is favorable.

There is a considerable difference between leasing an asset and renting it. A lease contract is a strictly binding business agreement. The two parties make the agreement and neither one can deviate from its terms (without some very exceptional reason). Lease an apartment for three years, and you owe the rent on that apartment for the next three years month by month, and if you don't pay it, you will incur serious penalties.

This is very different from renting an apartment. Most rental contracts are covered by much more considerate terms for the tenant, who can move out early; arrange late payment in some cases, etc. That is why it is unusual for a landlord to lease an apartment to an individual – the laws covering rental contracts are better protection for both tenant and landlord. However, should a business seek an apartment to use, perhaps, for executives who visit the city from time to time, a leasing agreement might be favorable.

When agreeing to a lease, you will almost certainly be asked to make a deposit to cover risk of damages and non-payment. It should be clearly stated in the lease that the deposit is refundable.

### Leasing a Car

The most common form of leasing seen today is automobile leasing. This is not because leasing a car is cheaper than buying one – on the contrary, overall it's more expensive. But auto leasing has two principal benefits that make it very popular despite the expense: You can always drive a fairly new car, and it's always under warranty; and, for the same budget, you can often get a larger, more luxurious, better-equipped car.

When you lease, there are many factors to consider: The initial down payment, the amount of the monthly payment, the time of the lease (this is usually three years in the U.S., but it is possible to lease for six years), the mileage you can drive every year, etc.

