



HUNTINGTON TECHNOLOGY FINANCE  
1604 Spring Hill Road, 2<sup>nd</sup> Floor  
Tysons Corner, VA 22182  
(703) 627-5174  
www.huntington.com

Via Email:

November 18, 2024

Ms. Jolene Coulter  
Director of Purchasing  
City of Aurora  
44 E Downer Place  
Aurora, IL 60505-3302

Re: Insight Quote for Dell Latitude 3450 & Dock Solution

Dear Ms. Coulter:

On behalf of Huntington Technology Finance, I am pleased to present you with the following proposal.

**Vendor/Lessor:** Insight Public Sector, Inc. “(Insight”)  
**Assignee:** Huntington Technology Finance, Inc. (“HTF”)  
**Lessee:** City of Aurora (“Aurora PD”)  
  
**Equipment:** -(210) Dell Latitude 3450\*  
-(210) Dell WD19S Dock\*

\*Please Insight quote no. 0227941761, dated 11-15-24, for detailed equipment configuration and sale price information.

Both the Lessee and Vendor confirm this equipment will be provided new and direct from the manufacturer.

**Total**  
**Amount Financed:** \$240,870.00

**Anticipated**  
**Delivery Date:** Estimated to be on or before December 31, 2024

**Terms & Conditions:** -Rental payments made annually, in advance  
-Estimated commencement date is January 1, 2025  
-Rental invoice for payment no. 1 can be issued in early December after the Master Equipment Lease Agreement and Lease Schedule have been executed by Aurora  
-Fair-Market-Value lease structure for the Latitude 3450’s only, all other line items will be treated as soft costs

**Lease Pricing:**

**(3) Year Term, Fair-Market-Value Structure**

<u>Equipment</u>	<u>Term</u>	<u>OEC</u>	<u>LRF</u>	<u>Annual Rental</u>	<u>End of Term</u>
Dell 3450 Solution	3 Years	\$202,020.00	.322348	\$65,120.71	FMV
Soft Costs (Docks)	3 Years	\$ 38,850.00	.355805	\$13,823.02	\$1.00
<b>Totals</b>	<b>3 Years</b>	<b>\$240,870.00</b>	<b>.327744</b>	<b>\$78,943.73</b>	<b>FMV</b>

- \*Please advise if a national contract vehicle will be utilized for this transaction, the contract must allow for leasing and the terms must be reviewed by the Lessor (Omnia Partners, Cobb County, #23-6692-03)
- \*Sale tax may be subject to this transaction, unless the Lessee (while leasing) is sales tax exempt
- \*If applicable, Lessor will require a sales tax exemption certificate for the Lessee
- \*This lease transaction may also be subject to Personal Property Tax, if applicable the PPT amount will be re-billed to the Lessee upon HTF's receipt of the jurisdiction's PPT invoices.
- \*If the Lessee is exempt (while leasing) from personal property tax, the Lessee will be required to provide a property tax exemption certificate to the Lessor
- \*Final sales tax and property tax amounts (if applicable to this transaction), will be subject to final confirmation by the HTF Tax Department.
- \*Soft Costs include but are not limited to: Services, applicable sales tax, installation, maintenance, travel, HW & SW support, shipping and any other type of cost line item that is not physical hardware.
- \*Soft Cost amounts and the allowable hardware/soft cost deal ratio will be subject to the Lessor's review and approval of the final OEC amounts quoted to the Lessee.

**End of Term Options:**      **As specified above, fixed \$1.00 purchase structure or Fair-Market-Value structure with following options:**

Lessee shall have the option to purchase, renew and/or terminate and return the equipment to Lessor provided Lessee provides Lessor with not less than (120) days prior written notice selecting Option A, B or C as detailed below.

(A) RENEWAL OPTION- Lessee may renew the Lease for a fixed term of six months or greater at rate to be negotiated at the time of the renewal

(B) PURCHASE OPTION- Lessee may purchase the equipment at its then fair market value.

(C) RETURN PROVISIONS- Lessee may return the equipment to Lessor.

(D) MONTH-TO-MONTH- Lessee may continue the lease on a monthly basis at the original rental amount until a decision is made.

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**Equipment**

**Schedules (Contracts):** Equipment schedules (contracts) will be issued after HTF receives supplier invoices for the particular schedule.

**Net Lease:**

Unless noted otherwise herein, this quotation is based on a net lease. Transportation, installation, insurance, maintenance, software charges and any applicable taxes are the responsibility of the Lessee.

**Proposal**

**Expiration:**

This proposal expires in thirty (30) days unless extended in writing by HTF.

This quotation is subject to final approval by HTF's Executive Committee at its corporate headquarters.

The lease pricing quoted is subject to a review of the Lessee's last two years of audited financial statements and subject to final credit approval by the HTF credit department.

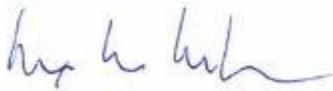
All lease pricing is indexed against like-term, US SOFR Swap Rates as of 11-13-24 (3 Yr., 4.10%). If the signed Certificate of Delivery & Acceptance document, relating to this transaction, is not received by (30) days after this proposal date, the lease pricing will be subject to any changes in the index rate. Source: [www.barchart.com/economy/interest-rates](http://www.barchart.com/economy/interest-rates)

Upon acceptance of this proposal, please execute the last page of this proposal. Once signed, please return the entire proposal back to my office via scan/email.

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Huntington Technology Finance appreciates the opportunity to be of service to the Aurora PD. Please do not hesitate to call me if I can be of any further assistance, (703) 627-5174.

Sincerely,



Alex I. Wiederhorn  
Regional Vice President, East

cc: Mr. Jeff Anderson, Aurora  
Mr. Bob Erwin, Insight  
Mr. Robert Sutton, Insight  
Ms. Susan Vik, HTF

**ACCEPTED AND AGREED TO:**

**City of Aurora**

**Term / Rental / Structure**

**BY:** \_\_\_\_\_

3 Yr. / \$78,943.73 per Yr. / FMV

**NAME:** \_\_\_\_\_

**TITLE:** \_\_\_\_\_

**DATE:** \_\_\_\_\_

*This document and its supporting materials are confidential and may be used only for the purpose of evaluating our proposal. The information may not be disclosed to a third party without the express permission of Huntington Technology Finance.*