

Talaris – IBAT Special Product Pricing

Good Through March 30, 2010

Teller Cash Dispensers are a fantastic solution for drive-up and lobby tellers. Cash Dispensers speed up transactions, reduce exposed cash, eliminate balancing errors and reduce the FTE hours needed (fewer part time tellers, less overtime). For a limited time, Talaris is making its workhorse cash dispenser model 730 available to IBAT banks at 40% off regular prices, include first year maintenance at no charge!

Quantities are limited and Talaris Account Managers are available to discuss individual bank needs, including “branch cash analysis” and measuring counters.

Call Jim McAllister, Vice President Sales to have a Talaris team member contact you: 512-342-7938. Email james.mcallister@us.talaris.com.

1. Teller Cash Dispenser Model 730, secure safe, 6 denomination

Current Price:

6 denomination secure safe cash dispenser	\$27,790
Less IBAT member discount	<u>< 2,779 ></u>
	\$25,011

Special pricing, good through March 30 2010 \$14,995

Savings of 40% or \$10,016

Lease available at \$265 per month (\$3,180 per year)

Both prices **include first year service** maintenance contract which all other banks pay \$2,405 per year per machine. Only available to IBAT banks.

2. QuickChange Lobby Coin Self Service

Want to reduce the costs you are incurring counting coin from your customers? Why not give them a friendly solution that moves this cost onto a self-service coin machine that's easy to maintain and has both Spanish/English instructions?

Talaris' QuickChange is a proven way to keep profitable customers and attract new customers at a low cost! For a limited time, Talaris has reduced the cost of QuickChange that makes it almost "no cost" with a modest level of customer usage (see model below).

Current Price:

Spanish & English, bags or bin	\$19,849
Less IBAT discount	<u>< 1,985 ></u>
	\$17,864

Service Maintenance per year	\$ 2,266
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Five year cost of ownership	\$29,194
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Special Lease Pricing through March 30, 2010 \$ 5,995 down
\$199 per month 60 months*

Total cost of ownership over five years \$17,935 or \$298/month

Savings of 39% or \$11,259

*Includes Service Maintenance on the unit for 5 years

QUICKCHANGE INCOME MODEL

10 uses per day at \$72 per deposit	assume half pay fee at 5%	monthly fee income
\$ 181,440	\$ 4,536	\$ 378
5 per day at \$50 per deposit	assume half pay fee at 5%	monthly fee income
\$ 63,000	\$ 1,575	\$ 131