

## WHY BUY FROM PCS

Features	PCS	Dell	HP	Comments
<b>Easily Upgradeable</b>	<b>Y</b>	<b>S</b>	<b>S</b>	Every one of these other manufacturers uses some proprietary hardware that will make it difficult to upgrade unless you buy your components from the original manufacturer. The cost to purchase the upgrade parts is often highly discouraging. In addition, discontinued parts often make upgrading impossible and render your system useless. At Productive Computer Solutions we use fully integrated easily upgradeable parts.
<b>Hardware Control</b>	<b>Y</b>	<b>N</b>	<b>N</b>	This is one area where hands down PCS shines. We have direct control over what hardware we choose to include in a customer solution. This is important because rather than give you the cheapest hard-drive or the cheapest motherboard, PCS can choose a reliable manufacturer like Seagate or Intel to supply you with the longest lasting best engineered products available at a comparable or better cost than our competitors.
<b>Post Sales Service</b>	<b>Y</b>	<b>S</b>	<b>S</b>	While each of the manufacturers claims to offer on-site service and support, in almost all cases, PCS can be on-site within 4 hours. If for some reason we don't have the replacement parts in stock we can be onsite within 24-Hours with the necessary parts to get your system up and running. You'll get an idea of what our customers think about our service by checking our testimonials.
<b>Hardware Warranty</b>	<b>N</b>	<b>N</b>	<b>N</b>	Everyone offers at least a 1-year warranty on parts and labor. When you're faced with downtime, how much is your time worth to you or your office staff? At PCS we pride ourselves on being able to respond quickly and efficiently to help our clients. Check our testimonials for further examples.
<b>Post-Sale Systems Integration</b>	<b>Y</b>	<b>N</b>	<b>N</b>	After your system arrives who'll be there to make sure it works? At PCS our approach allows us to fully understand what your needs are. Then, we make sure we deliver a solution that takes full advantage of all the equipment and the environment where you plan to use it.
<b>Extended or On-site Warranty Available</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	Everyone offers some extended warranty on parts and labor. At PCS we can offer an extended warranty that includes parts and labor. In addition the fact that we don't use proprietary parts makes it easier for us to know we can service your machine.
<b>Leasing Options Available</b>	<b>Y</b>	<b>Y</b>	<b>Y</b>	Everyone offers a leasing package of some kind. Corporate leasing options are an extremely good way to handle cash flow issues and still get the equipment you need to do business. PCS has a couple of options giving you flexibility if that's what you need.
<b>Price, Are We More Expensive?</b>		<b>S</b>	<b>N</b>	When it comes to price the old axiom applies. <b>YOU GET WHAT YOU PAY FOR.</b> Stop and factor in the following things; How much does your shipping add to the price of your machine? When your system fails, how much will your downtime cost you? Will you be able to obtain the necessary parts? When you want to upgrade, will you be able to place a phone call and know that you can get your new components to work with your old components? Does your vendor have an eye on a total solution for your business or just on obtaining maximum volume and market share? For over 10 years PCS has been providing a combination of good service, high-quality systems and fully integrated solutions at a competitive price. We've earned our customer loyalty by assuring that we're always meeting our customers needs instead of trying to buy customer loyalty based on price alone.
<b>Y=YES N=NO S=SOME</b>				