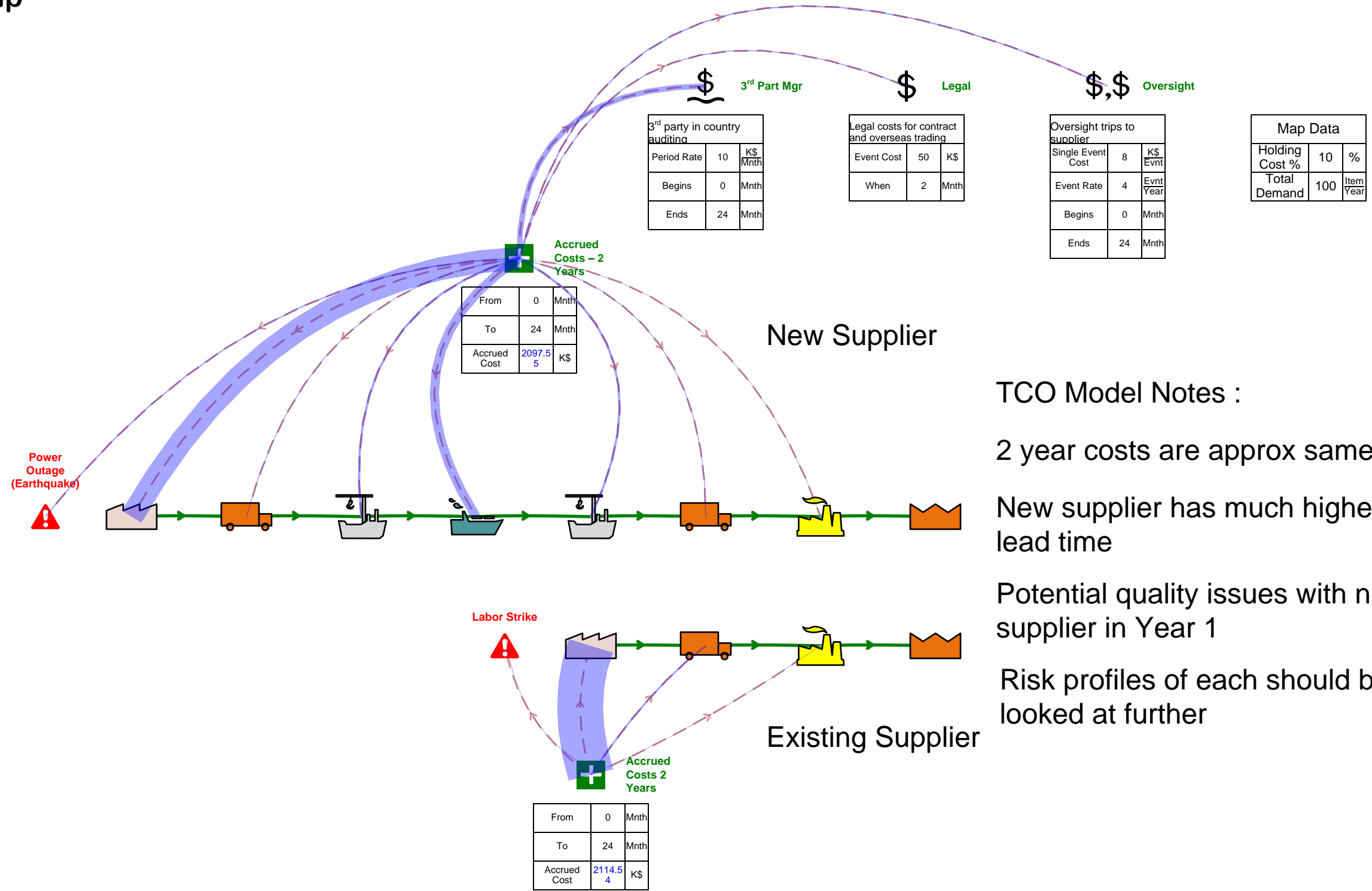


Total Cost of Ownership



TCO Model Notes :

2 year costs are approx same

New supplier has much higher lead time

Potential quality issues with new supplier in Year 1

Risk profiles of each should be looked at further