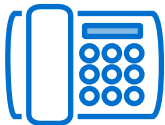


# FULL-SOLUTION FINANCING FOR LAW FIRMS

To support innovation and drive growth in a highly competitive market, law firms must maintain up-to-date technology, modern office spaces, and secure data centers. First American offers a full spectrum of financing solutions to help you grow your business.



## TECHNOLOGY

- Computers
- Servers
- Phone Systems
- Printers, Copiers & MFDs



## OFFICE BUILD-OUTS

- Furniture & Fixtures
- Leasehold / TI / Design
- AV / Security Equipment
- Construction / Services



## SOFT COSTS

- Software Implementation
- Annual Subscriptions
- Insurance Premiums

## INDUSTRY EXPERTISE

### FURNITURE + IT UPGRADES

NY Firm | Am Law 100

Furniture and IT upgrades for multiple office locations that allowed the firm to preserve cash to maintain working capital.

**\$7MM**

### OFFICE BUILD-OUT

WV Firm | 325 Attorneys

Combined all buildout costs of new headquarters office space into one lease that maximized tax benefits for the firm.

**\$3.4MM**

# Finance the perfect fit.



Expanding, updating or making a change to your office space requires a tremendous investment of time and money. Often your landlord will provide a tenant improvement allowance that does not cover the entire cost of your project.



Our solutions for office renovations and expansions are tailored to meet your business objectives—from expedient funding and budget consistency, to tax savings and accounting benefits.

- ✓ Tax and operating lease structures
- ✓ Installation period financing
- ✓ Reimbursement for paid costs
- ✓ 3–7+ year terms
- ✓ Fixed rate financing
- ✓ Flexible payment options

# INTERNATIONAL LEASING WITH FIRST AMERICAN

As law firms expand to new regions, they are making larger investments in international technology platforms. First American can supply all office locations, both domestic and international, with equipment needed to remain efficient.

## PACK & SHIP LOGISTICS

Packaging and shipping services provided from your office location. All packing materials and shipping costs included.

## REMOTE IT RETURNS

Boxes and return labels can be provided to your individual users to return devices directly. Upon receipt of devices, data cleanse is performed at the return location.

## D.O.D. DATA SANITIZATION

A Department of Defense level data wipe ensures your sensitive information is removed. Services can be performed at the return warehouse or onsite.

## WORLDWIDE SUPPORT

Global return locations make international leasing flexible and easy to manage.

## LAW FIRM EXPERTISE

### \$4.7 MILLION

#### CA FIRM - AM LAW 100

Uses equipment leasing to protect against obsolescence and ensure technology assets for firm's US & international offices are upgraded.

### \$1.8 MILLION

#### DC FIRM - AM LAW 100

With an IT refresh program, the firm had the ability to acquire new data center equipment and laptops for offices both domestic and overseas.



# LARGE FIRM FOCUS

*Custom Solutions for Am Law Firms*

## CITY NATIONAL BANK & RBC

We are in the unique position of operating like an independent organization, backed by the strength and stability of City National Bank and RBC. It truly is the best of both worlds working for you.

## UNMATCHED CREDENTIALS

The Certified Lease & Finance Professional (CLFP) is an objective designation of a lease professional's reputation, experience, and knowledge. First American proudly employs the most CLFPs in the industry.

## LARGE FIRM PROGRAMS



AIRCRAFT FINANCING



SWAP TRANSACTIONS



INTERNATIONAL LEASES



LONG-TERM RATE LOCKS



LIBOR-BASED  
INSTALLATION FINANCING

# LARGE-FIRM EXPERTISE

“Our experience with First American has been great. They helped us with restructuring a few of our previous leases and refinancing into a longer lease term to match the equipment’s depreciation schedule. Their high level of service and expertise sets them apart from their competitors.”

- CFO, AM LAW 100 FIRM

“We have worked with First American for a number of years for our desktop, laptop and printer refreshes. As our technology needs continue to evolve, First American has been flexible by adding logistics services and custom features to our program to help accommodate our needs. I value the vast experience in the legal industry their team adds and I feel like I have a true partnership with First American.”

- CIO, AM LAW 100 FIRM

“We worked with First American for our office build-outs and were extremely impressed with how quickly they were able to move. The whole process was fast and easy, and we appreciated their high level of professionalism throughout.”

- CFO, AM LAW 100 FIRM

[faef.com/legal](http://faef.com/legal)

**\$4.5 MILLION**

AM 100 | NY Firm  
*Furniture & IT upgrades  
for multiple locations*

**\$5 MILLION**

AM 100 | CA Firm  
*Equipment for US &  
international offices*

**\$13 MILLION**

AM 100 | MO Firm  
*Construction & IT  
for multiple offices*

**\$27 MILLION**

AM 100 | DC Firm  
*New construction  
of headquarters*

**FIRST AMERICAN**  
AN RBC/CITY NATIONAL COMPANY

