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In this case, solutions are needed to be organized for that relevant employee/ manager/executive/ leader etc. Step 8 □ Laying down the implementation framework The solution to the case study does not end at identifying

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the main issues, the key
players and
recommending solutions
for the company,
business unit or
individual.

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By remaining a developing enterprise whilst maintaining sustainability to be a Main worth, We now have proven other space organizations that concepts will

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2002. Authors : Robert
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INTRODUCTION OF
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Harvard business review
has published the
Primus Automation
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Study. Like all HBR
case studies, the Primus
Automation Division
2002 Case is designed
and drafted in a manner

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to allow the reader to
experience a real-world
problem and solve it
accordingly.

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early 2002, the analyst, Tom Baumann, have to offer leasing terms one of the leading factory automation systems of the company to its biggest customers.

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...

Question 1 1. What is leasing and what

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advantages or disadvantages does it have over debt? Leases are similar to debt.

However, as an alternative to debt, leases differ in that they transfer tax benefits to the lessee. However, the case's perspective is that of the lessor who is

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PRIMUS

AUTOMATION

DIVISION An

innovative producer of
world-class factory-
automation products and
services, with operations

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in the US, Europe and
Asia.

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Automation Division ...~~

Observations Honshu is
not competitive in any
scenario for any of the
four options

Observations Leasing
Options Leasing
Conditions Primus

Competition Avantjet

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Financial Environment
What Should Primus
Offer? The higher the
cost of debt, the more
attractive leasing looks
Three

~~Primus Automation by
Gary Farris - Prezi~~

1. Why is primus
Automation considering
the lease of its factory-
automation system to
Avantjet? 2. How did

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Automation analyze the problem of setting the lease-financing terms? How does the calculate NPV and internal rate of return (IRR) for the lease and borrow-and-buy alternatives? Complete case Exhibit 6. 3.

~~Solved: 1. Why Is
Primus Automation
Considering The Lease~~

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~~Q...~~ Automation

primus automation
division, 2002 In early
2002, Tom Baumann, an
analyst in the Marketing
and Sales Group of the
Factory Automation
Division of Primus
Corporation, had to
recommend to the
division sales manager,
Jim Feldman, the terms
under which Primus
would lease one of its

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Automation systems to
Avantjet Corporation, a
manufacturer of
corporate ...

~~Primus Automation
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Robert F. Bruner, Sean~~

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Complete Case details
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Decision Summary
Pick Option 3
Operating lease<br

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Option 1 and 2 do not give Primus a positive NPV
Option 3 and 4 give Primus a positive NPV
However, with option 4 there would not be a net advantage to leasing between Primus and Honshu Heavy Industries, so we would risk potentially losing this business. 29.

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Solution, Early 2002 has

an analyst Tom

Baumann, propose

terms for the lease of

one of his company's

advanced factory

automation systems to a

major customer. From

th

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Automation, a division of a large, worldwide manufacturing and services firm, was an innovative producer of world-class factory-automation products and services, with operations in the United States,

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Automation, Europe, and Asia.

Primus's products
included programmable

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2002. Introduction It is a

technology dealing with

the application of

Mechatronics

Computers For

production of goods and

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services. Automation is broadly classified into-

1. Manufacturing automation
2. Service automation

The use of automatic machinery and systems, particularly those manufacturing or data-processing systems which require little or no human ...

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