# Primus Automation Division Case Solution

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Has a clause to cancel Not on balance sheet Deductible from taxable income An operating lease keeps the equipment off of Avantjet's balance sheet which will likely be the only way they accept the lease Primus must remain competitive with the offers of the other firms in

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## **Primus | Case Solutions Hub**

Decision Summary<br/>
br />Pick Option 3<br/>
br />Operating lease<br/>
br />Option 1 and 2 do not give Primus a positive NPV <br/>
br />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. <br/>
br /> 29.

## **Capstone Case - SlideShare**

Primus Automation Division Primus 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, Europe, and Asia. Primus's products included programmable

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This is a Darden case study. In early 2002, an analyst, Tom Baumann, must propose terms for leasing one of his company's advanced factory-automation systems to a major customer.

#### Primus Automation Division. 2002 - Harvard Business Review

SYNDICATE 6: ROMY ASKARO BANGUN (29113028) RISKA ANDRIANI (29113165) STEFANUS F. LONTO (29113074) WINDA AYU DHP. (29113113) WILMAN NOVYANDI (29113054) BAYU KURNIA (29113150) Manufacturer of corporate-jet aircraft. Avantjet is trying to acquire an automation system that will cut

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