

Factors to Consider	eBeam Portable Interactive Whiteboard 21" to 100" diagonal 	Fixed-size Interactive Whiteboard 77" diagonal 
Cost to Purchase		
Unit Price (MSRP)	\$749	\$1999
Standard Ground Shipping within Continental US	\$16	\$220
Professional Installation for Interactive Whiteboard not on a stand	\$0	\$200
Whiteboard Stand	NA	\$650
Interactive Whiteboard software applications and upgrades	\$0 – Free and available on website to everyone without registration	Typically need to provide serial number, registration information, and payment
Extended features including screen recording, meeting hosting and sharing	\$0	Often at extra charge
Loss of existing whiteboard or wall real estate	None	6 feet
Time from box to board to usage	less than 30 minutes	Variable, but considerable
Basic Warranty	2 years	1 to 3 years
Cost of Additional Items		
Storage Case/Shipping Case	\$49.95	\$1660
Extended Warranty	\$72/year	\$100-350/year
Number of units returned to manufacturer	less than 1%	more than 5%
Replacement cost of damaged dry-erase surface	NA	\$1999
Compatibility with dry-erase capture	Comprehensive	Variable
Extended features including screen recording and meeting hosting and sharing	\$0	Often at extra charge
Compatibility and functionality with other software applications	Comprehensive	Variable
Learning curve and need for Specialized Training	Minimal	Variable
Complimentary Online Training	Available	Variable