

## Lombardo, Vince

---

**From:** Malin, William <wmalin@emhrhs.org>  
**Sent:** Tuesday, June 19, 2012 9:49 AM  
**To:** Lombardo, Vince; Hrabnicky, Laura; Salt, Duncan  
**Cc:** Fuchs, Steve  
**Subject:** RE: NUANCE PO 01226929 INVOICE 70024106 -- EMH has a question...

Vince thanks for your summation, I believe this is one of your strong points & im sure we'll be reaching out to you during the process for more help.

Duncan, please give me a call when you have a free min, 440-329-7649

**William (Bill) Malin**

**Operations / Purchasing Manager**

**EMH Healthcare**

**630 East River Street**

**Elyria, Ohio 44035**

**440-329-7649**

**440-329-7629 fax**

**[wmalin@emhrhs.org](mailto:wmalin@emhrhs.org)**



---

**From:** Lombardo, Vince [<mailto:Vincent.Lombardo@nuance.com>]  
**Sent:** Monday, June 18, 2012 6:05 PM  
**To:** Malin, William; Hrabnicky, Laura  
**Cc:** Fuchs, Steve  
**Subject:** RE: NUANCE PO 01226929 INVOICE 70024106 -- EMH has a question...

Hi, Bill. I have sent this onward to get a definitive answer, but when I run the math of \$18,486.915 (your invoice amount) x 3 years = \$55,460.75 which is 99% (33% + 33% + 33%) and then add the remaining 1% which would be added on to your final payment which would be \$560.20 of the \$56,020.95 total for the 3 year prepaid of the new equipment, it adds up to \$55,460.75 + \$560.20 = \$56,020.95 which is the total amount on Line 2.

I believe that's how they came to this particular invoice total.

Hope that answers your question.

Thanks

---

Vincent J. Lombardo, Jr.  
Regional Account Manager - HIM

**NUANCE COMMUNICATIONS, INC.**  
Nuance Healthcare