



how do the leaders
in your industry acquire test and
measurement equipment?



Agilent Technologies

the leaders take advantage of their financial options

Companies on the leading edge want more control over how they acquire and manage test and measurement equipment. That's why at Agilent Technologies we're redefining business-as-usual purchasing. We've created the best portfolio of financial options in the business, backed by a team of finance specialists that understand today's business needs.

Agilent Trade-in, Buy-back

If your firm's cash flow has slowed to a trickle, you may think your only option is to draw on a bank or equity market pool. Before you do, tap into the cash reserve already on your balance sheet by selling or trading idle assets. You'll boost available cash or receive credits you can use as money down on new products and services.



Problem: You need the latest test technology to develop next-generation products, but your firm just established a tight spending limit.

Solution: Your previous-generation equipment holds the key to affording the tools you need while keeping your expenditures in check. We offer the broadest Trade-in program in the test and measurement industry. That means you can dispose of a wide range of underused assets – whether they're ours or another vendor's – and receive a credit to upgrade to new technology or migrate to another product line or service.



Agilent Trade-in

pay less to move up or over to the solutions you need



Problem: Your new initiatives call for a healthy influx of cash, but the source of funds remains elusive.

Solution: Take a walk around your plant to see if you've stockpiled cash in underused equipment. Not only do idle assets take up valuable floor space, but they also accrue costs for inventory tracking, maintenance, insurance, and taxes. Partner with Agilent to dispose of your assets, and you can count on a hassle-free sale and excellent pricing. You can dispose of your entire list of excess equipment at once, because we don't pick and choose only the best instruments. Our global reach lets us team with select used equipment dealers who can sell your equipment in a variety of markets. Plus our Equipment Acquisition Specialists' knowledge of product life cycles helps you time your equipment disposition to earn the highest possible price.

Agilent Buy-back

sell your equipment for cold, hard cash





Agilent Used Equipment

There's no denying that your firm needs a variety of test equipment to churn out products and keep your competitive edge. But face it: You need to be savvy about how you spend scarce resources. Our premier solution for purchasing used instruments lets you spend far less for Agilent equipment that's guaranteed to perform to specifications.

Problem: You want to maximize your return on investment when buying test equipment for your firm.

Solution: Agilent CertiPrime makes buying current-generation test instruments almost like buying our new products – except they're much more affordable, with a discount off list price that's typically 20% but occasionally as high as 50%.

As part of our stringent remanufacturing process, we conduct a physical check and cosmetically enhance the unit, perform any necessary repairs and safety upgrades, and update the firmware and software to the latest compatible version. Your engineers won't waste time coaxing a tool to work as they need it to – CertiPrime units operate with the latest compatible performance and capabilities.

And so do the accessories. No need for your purchasing agent to send for missing cables or instructions: Your instrument comes bundled with the same standard accessories you'd receive with a new unit. To ensure they'll work as well as your CertiPrime instrument does, we typically include brand-new probes, manuals, and critical measurement accessories, not refurbished or recycled ones.

Finally your production manager will enjoy peace of mind, knowing that your CertiPrime instrument comes with the same warranty, return policy, and support you'd get with a new product. We also promise to ship your instrument within 10 business days of receiving your order, so your team can put it to work immediately.

Agilent CertiPrime Fully Remanufactured Instruments

Used test equipment that's close to new, except for the price

Rent, Lease, and Finance

Agilent's rent, lease, and finance plans go a step beyond others. How? We recognize that test and measurement technology changes fast. Our plans help you gain a competitive edge, lower your cost of ownership, improve cash flow, and respond to changing business needs.

Problem: You need the latest technology for only a few months to run a specialized test.

Solution: For short-term equipment needs, rent from one of Agilent's carefully selected Premier Rental Partners. Their expert inventory management and priority access to new products mean you get exactly the tool you need to meet your design or manufacturing needs. And their experience in logistics ensures you won't have to hold up test while waiting for an instrument.

Rent

the instrument you want, when you want it, for the term you need it

Problem: Your engineers say the instrument you purchased for them just one year ago is obsolete.

Solution: You don't have to buy the latest technology for your engineers to put it to work. By leasing instead of buying, you acquire current-generation capabilities without the risks associated with equipment ownership. You pay little or nothing initially and fixed payments for the contract term, which simplifies budgeting. We can also structure your lease plan to include software and services or modify it as your business needs change.

Lease

the benefits of new technology without the risk of obsolescence

Problem: Your company can't afford a large capital investment right now, but your engineers insist on the latest precision instruments.

Solution: Work with one of Agilent's financing partners to spread out the investment while making payments at a competitive rate. You preserve working capital and existing lines of bank credit for other opportunities. You can also finance software and third-party hardware and services.

Finance

the rewards of owning the latest technology without the upfront investment

* Agilent does not offer these financial options in all countries. Please contact your local sales force for further information.

We are here to help you ...

Give us a call or visit our Web site to take advantage of our knowledgeable service, and the most wide-ranging portfolio of financial solutions in the test and measurement business.

www.agilent.com/find/financial_solutions

For more information on Agilent Technologies' products, applications or services, please contact your local Agilent office. The complete list is available at:

www.agilent.com/find/contactus

Phone or Fax

United States: (tel) 800 829 4444
(fax) 800 829 4433

Canada: (tel) 877 894 4414
(fax) 800 746 4866

China: (tel) 800 810 0189
(fax) 800 820 2816

Europe: (tel) 31 20 547 2111

Japan: (tel) (81) 426 56 7832
(fax) (81) 426 56 7840

Korea: (tel) (080) 769 0800
(fax) (080) 769 0900

Latin America: (tel) (305) 269 7500

Taiwan: (tel) 0800 047 866
(fax) 0800 286 331

Other Asia Pacific Countries:

(tel) (65) 6375 8100
(fax) (65) 6755 0042
Email: tm_ap@agilent.com

Contacts revised: 05/27/05

Product specifications and descriptions in this document subject to change without notice.

© Agilent Technologies, Inc. 2006
Printed in USA, November 27, 2006
5988-0733EN



Agilent Technologies