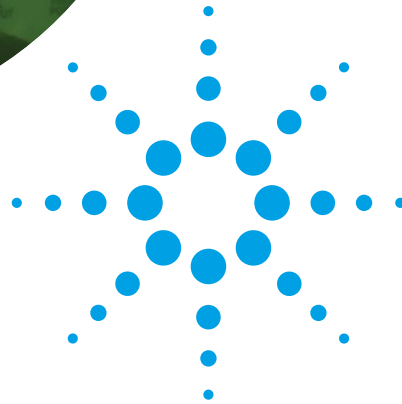




When you buy  
used test equipment,  
what price do you pay  
if it doesn't perform?



Agilent  
CertiPrime 

Equipment that's  
close to new,  
except for the price

# When you buy used test equipment, what price do you pay if it doesn't perform?

Everyone wants to pay as little as possible for used test and measurement equipment, but your cost goes up quickly when the equipment doesn't perform as promised. Stalled manufacturing lines, drawn-out development times, the hours you and the other employees waste trying to solve a preventable problem – they all take a toll on the bottom line.

Although you're aware of some qualified sources for used equipment, you may still fret about the product's quality and performance, and the chance of a halfhearted or sluggish response when you have a problem.



**But what if you could pay far less for used equipment that's still in its prime?**

With Agilent's solution for purchasing used equipment, you can be confident that the price you pay includes performance you can count on. Our premium used equipment offering – **Agilent CertiPrime Fully Remanufactured Instruments** – lets you spend far less for Agilent equipment that's guaranteed to perform to specifications.

**You won't have to settle for previous-generation technology either.**

Sure you'd rather buy our latest models right off the manufacturing line, but your budget just won't allow it. Right now you compromise: New equipment when you must have the most up-to-date technology for a critical project; used equipment with previous technology when the engineering specifications give you more flexibility on performance and features.

**We don't want you to settle.** You'll find many Agilent CertiPrime Fully Remanufactured Instruments offer current-generation technology not usually available from other used equipment suppliers.

# Agilent CertiPrime Fully Remanufactured Instruments

Agilent CertiPrime Fully Remanufactured Instruments give you the equipment you want at a price you can afford.

Our cost-effective solution makes buying our fully remanufactured test equipment almost like buying our new instruments – except you get a discount off list price that’s typically 20% and occasionally as high as 50%.

You’ll also enjoy quick delivery and unmatched support after you buy.

Agilent CertiPrime Fully Remanufactured Instruments not only stretch the tightest budgets but also provide the prime quality and performance you’d expect from an Agilent product. Plus, for CertiPrime units requiring no option changes, we will ship your instrument within 10 business days

of receiving your order. You’ll also receive the same warranty, return policy, and support you would with a new unit.

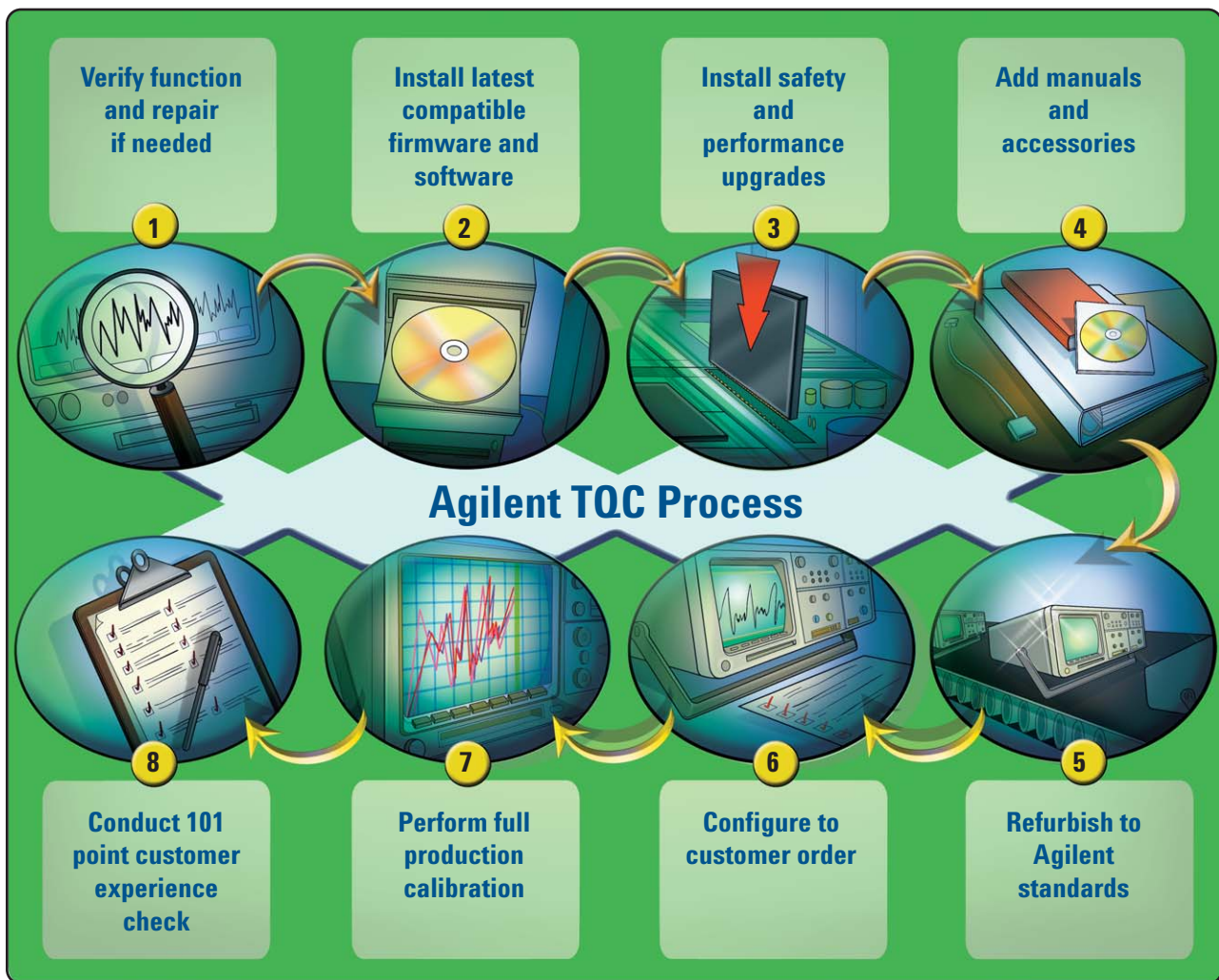
Read on to learn more about the benefits and bonuses you get with Agilent CertiPrime Fully Remanufactured Instruments. Then visit the Agilent Web site at [www.agilent.com/find/used](http://www.agilent.com/find/used) to search for the instruments you need.



# What do we mean by fully “remanufactured?”

Agilent’s reputation for high quality carries over to our CertiPrime Fully Remanufactured Instruments.

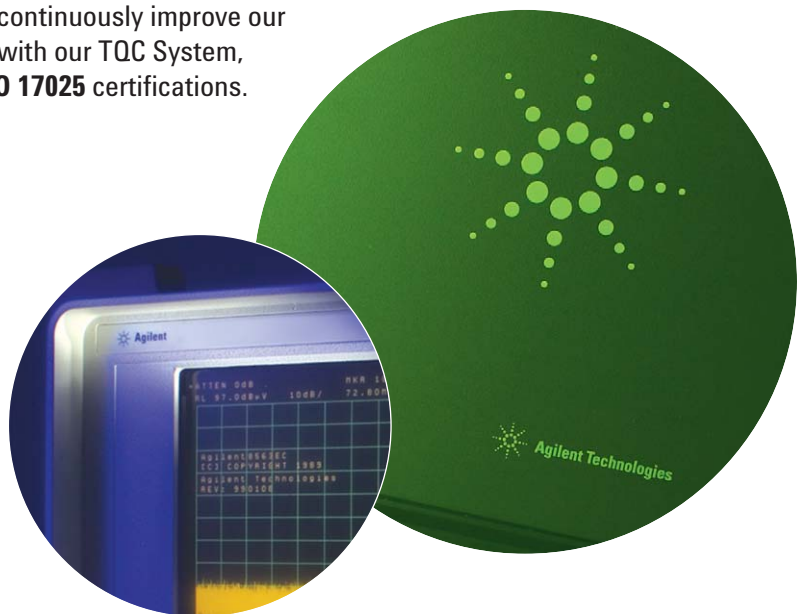
Below you’ll see the process we use to remanufacture every CertiPrime instrument. We’ve put our Total Quality Control System (TQC) in place to ensure CertiPrime products will perform as close to new as possible.



## What sets our remanufacturing process apart?

- **Rigorous refurbishment:** We conduct a comprehensive physical check, including opening the instrument to reseal internal boards and cables as needed. We also perform all necessary repairs and extensive cosmetic enhancement.
- **Calibration test data:** We test and calibrate CertiPrime instruments to full manufacturing test specifications and then give you a printout of the actual test results and a certificate of NIST traceability, if applicable, with every instrument. You can be certain of your unit's performance.
- **Full set of standard accessories:** You get a full set of the same standard accessories you would receive with a new unit. These are typically brand new probes, manuals, and critical measurement accessories. Your accessories will work as well as your CertiPrime instrument does.
- **Free upgrades:** We update your unit with the latest compatible software and firmware, and perform little-known and difficult-to-install safety and performance upgrades. Your unit will operate with the most recent capabilities possible.
- **Free software:** For our more popular instruments, we provide free IntuiLink PC-based measurement automation software and IO Suite 14.0 instrument drivers. This software will let you quickly establish an error-free connection between your instrument and PC.

We also use a customer feedback system to continuously improve our remanufacturing process. By combining this with our TQC System, we've earned both the **ISO 9001:2000** and **ISO 17025** certifications.



## We've designed Agilent CertiPrime to tackle your most persistent problems with used equipment

**Problem:** I need a popular instrument with current-generation performance.

**Solution:** Because most Agilent CertiPrime instruments come from our own stock of demonstration units, you're more likely to find current-generation products available from us than from anywhere else. For many of these model numbers, you won't find any other used equipment supplier. We also update each Agilent CertiPrime unit with the most recent compatible firmware and software.

**Problem:** I need it yesterday!

**Solution:** Buying test equipment is often an afterthought, which throws your project schedules into jeopardy. Buying Agilent CertiPrime instruments helps you get back on track, because our inventory only includes fully remanufactured units ready for shipping. That's how we can ship CertiPrime units requiring no option changes from our remanufacturing facility within 10 business days of receiving your order.

**Problem:** I want proof the calibration meets our stringent requirements.

**Solution:** Some used equipment suppliers might test and calibrate only a few data points. Contrast that with Agilent: We test and calibrate CertiPrime units to full manufacturing specifications, just like we do new instruments. Better still, we ship documented test results and a certificate of NIST traceability with every instrument – free of charge – so that you can be certain of product performance. Test results include a list of all parameters tested (for example, voltage accuracy, bandwidth, and trigger sensitivity), test conditions, minimum and maximum acceptable values, and actual measured values.

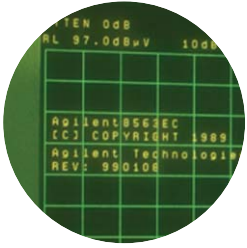
**Problem:** I want to receive all the accessories I need to operate my unit.

**Solution:** With CertiPrime, you get a full set of the same standard accessories you would receive with a new unit. These are typically brand new manuals and critical measurement accessories – and always brand new probes. (We know almost all used probes are damaged.) You never need to worry that a missing or broken accessory will keep you from using your instrument as soon as it arrives. With CertiPrime, your accessories will work as well as your fully remanufactured instrument does.



**Problem:** I want an instrument with the most up-to-date capabilities possible.

**Solution:** Before an Agilent CertiPrime instrument leaves our factory, we load it with the latest compatible firmware and software. That saves your engineers from surfing the Web to find these updates and then figuring out how to install them. We want to make sure you can tap every bit of performance available from your unit.



## Price isn't everything – but no one wants to pay more than they have to.

If your budget won't allow you to buy your target instrument new, Agilent CertiPrime remanufactured instruments offer a compelling value from a company you've come to know and trust. Discounts off list price that typically run 20% – and occasionally as high as 50% – provide a prime example of Agilent's commitment to affordable quality.

## Still nervous about buying used equipment?

Don't be. Now you can buy used equipment with the same confidence as buying new. When you choose Agilent CertiPrime remanufactured instruments, you get exactly the same manufacturer's warranty we offer on new instruments – plus the same technical support via phone, Web, or e-mail. Finally, if you're not satisfied with your remanufactured product for any reason, you've got 60 days to return it to us, no questions asked.



## Where can you find low-cost Agilent equipment that's still in its prime?

Visit the Agilent Web site at [www.agilent.com/find/used](http://www.agilent.com/find/used) to search for the Agilent CertiPrime instruments you need.

### Agilent Technologies' Test and Measurement Support, Services, and Assistance

Agilent Technologies aims to maximize the value you receive, while minimizing your risk and problems. We strive to ensure that you get the test and measurement capabilities you paid for and obtain the support you need. Our extensive support resources and services can help you choose the right Agilent products for your applications and apply them successfully. Every instrument and system we sell has a global warranty. Two concepts underlie Agilent's overall support policy: "Our Promise" and "Your Advantage."

#### Our Promise

Our Promise means your Agilent test and measurement equipment will meet its advertised performance and functionality. When you are choosing new equipment, we will help you with product information, including realistic performance specifications and practical recommendations from experienced test engineers. When you receive your new Agilent equipment, we can help verify that it works properly and help with initial product operation.

#### Your Advantage

Your Advantage means that Agilent offers a wide range of additional expert test and measurement services, which you can purchase according to your unique technical and business needs. Solve problems efficiently and gain a competitive edge by contracting with us for calibration, extra-cost upgrades, out-of-warranty repairs, and on-site education and training, as well as design, system integration, project management, and other professional engineering services. Experienced Agilent engineers and technicians worldwide can help you maximize your productivity, optimize the return on investment of your Agilent instruments and systems, and obtain dependable measurement accuracy for the life of those products.

### Agilent Open

[www.agilent.com/find/open](http://www.agilent.com/find/open)

Agilent Open simplifies the process of connecting and programming test systems to help engineers design, validate and manufacture electronic products. Agilent offers open connectivity for a broad range of system-ready instruments, open industry software, PC-standard I/O and global support, which are combined to more easily integrate test system development.

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Contacts revised: 05/27/05

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

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Printed in USA, February 24, 2006

5988-2941EN

