



Unsure about how to get rid of your company's excess test equipment?

Partner with Agilent to improve your disposition.

Here's our *Top 10 List* of reasons why:

1 Price

Price. Our lean cost model combined with our partnership arrangements with select used equipment dealers let Agilent compete aggressively on pricing. You get a fair market value for all the assets you need to dispose of, because Agilent and our select partners understand market prices better than just about anyone.

2 Maximum recovery for your product mix

Maximum recovery for your product mix. We can handle your inventory even if it contains large quantities of one model or products rarely seen on the used equipment market. We're the best partner for disposition due to our exceptional remarketing program, direct sales force and leading dealers around the globe. You benefit from their pricing strength and our quality of service, plus the convenience of working with a leading OEM to dispose of your equipment.

3 Expert consultation

Expert consultation. You can tap the knowledge and experience of our Equipment Acquisition Specialists to help you dispose of a large number or mix of products at the right time and price. We're happy to inspect products on-site to provide a fair value based on their condition.

4 Timing

Timing. When it comes to reselling used equipment, timing is indeed everything. Working with Agilent gives you inside knowledge of our products' life cycle – which in turn puts you in the best position to optimize both the price you receive for used equipment and the new product deal. You get protection against falling prices for used equipment that exceeds the market capacity and against rising support costs for used products near the end of their useful life.

5 No cherry-picking

No cherry-picking. We have the capacity to bid on your entire list of excess test equipment, not just the high-demand items. By teaming with select used equipment dealers, we can give you a package price that includes every piece of equipment you're ready to dispose of.

6 Global presence

Global presence. Our Equipment Acquisition Program circles the globe. You can depend on our worldwide presence to implement disposition programs anywhere your company operates, and our flexibility to adapt your operations to suit local preferences.

7 One-stop shopping

One-stop shopping. Working with Agilent gives you access to all of our asset-disposition resources. You don't have to shop around for a home for your excess test equipment. Our Equipment Acquisition Specialists will screen your disposition list for remarketing by Agilent and for sales by our global network of leading dealers. That makes the transaction smooth and easy for you, because you negotiate with only one vendor.

8 Flexibility

9 Reliable payment

10 Free shipping

Continued



Agilent Technologies

Flexibility. With Agilent, you have the choice of two different programs: Buy-back to get cash for your equipment; Trade-in to upgrade to next-generation technology or migrate to another product line – or even to purchase services such as calibration and repair. The benefits include improved cash flow, lower book values for new units, and the option to leverage used equipment as money down for lease or purchase of the solutions you need.

In recognition of our commitment to your satisfaction, Frost & Sullivan recently honored Agilent with the 2005 Customer Service Leadership Award for used test-and-measurement equipment. This award also acknowledged our Trade-in and Buy-back programs.

Reliable payment. Agilent is a trusted name in the test-and-measurement industry, with a payment process that's simple and dependable. You don't need to worry that the check is in the mail; it will be in your hands shortly after the deal is made.

Free shipping. Agilent will pay to ship equipment from your site to ours, saving you a considerable sum with today's high transportation costs. We can handle logistics also for deals involving equipment from your company that's scattered across sites.

Learn more at: www.agilent.com/find/buyback

Agilent Open

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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