



AGILENT REMARKETING SOLUTIONS

# PREMIUM TRADE-IN DEALS ONLY THE OEM CAN OFFER

LEARN MORE ABOUT PREMIUM TRADE-IN SOLUTIONS [WWW.AGILENT.COM/FIND/TRADE](http://WWW.AGILENT.COM/FIND/TRADE)



## REFRESH YOUR TECHNOLOGY AT A LOWER COST WITH MAXIMUM FLEXIBILITY

You need new technology with advanced measurement capabilities, increased throughput and greater reliability. You also need to spend less than list price to buy it. Agilent Premium Trade-In opens up a flexible way to acquire the test equipment that keeps you competitive.

## WHAT SETS AGILENT PREMIUM SOLUTIONS APART?

### RANGE

- » Agilent offers the broadest Trade-In program in the test-and-measurement industry.
- » Our customers have received millions in credits toward new products and services.
- » Agilent Premium Trade-In program applies to both Agilent and non-Agilent test and measurement returns.

### COMPETITIVE CREDITS

- » Agilent monitors the equipment market and works with you to determine credits.
- » You often earn the highest credit when you trade during new product introductions, because your units retain the highest residual value.

### SCOPE OF EQUIPMENT AND SERVICES

- » Use a trade-in credit to upgrade to next-generation products, migrate to another line, purchase Agilent Premium Used Equipment or acquire services.

*"If you just want a good deal on an instrument, we'll work with you. But if you want to be strategic about how you acquire the test equipment you need, you'll benefit even more. Think of us as a long-term partner who develops custom solutions for you."*

Hans-Herbert Stromereder  
Global Business Development Manager  
Agilent Technologies



## WHY CONSIDER AGILENT PREMIUM TRADE-IN SOLUTIONS?

### SAVINGS

Up to 50% off new product introductions, variable credits with custom deals

### FLEXIBILITY

Thousands of used T&M models from Agilent and other vendors accepted for trade

### CUSTOMIZATION

Custom deals only the OEM can provide to meet your special requirements

### LOWER OWNERSHIP COST

Older equipment and associated costs replaced with new technology

## PREMIUM TRADE-IN SOLUTIONS

**01**  
TRADE YOUR  
OLD EQUIPMENT



**02**  
GET CREDITS  
OR NEGOTIATE  
CUSTOM DEAL

**03**  
GET NEW OR PREMIUM USED  
EQUIPMENT OR SERVICES



**Agilent Technologies**

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PREMIUM  
TRADE-IN  
SOLUTIONS

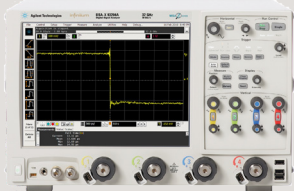

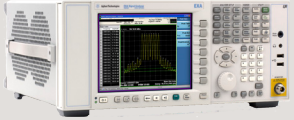

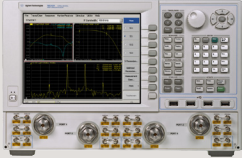


## YOU KNOW IT'S SMART. BUT YOU PROBABLY DON'T EXPECT IT TO BE EASY, TOO.

You have had your test equipment for years now, and even though it still works, it is getting more expensive to maintain, and is less and less useful for newer requirements. You are ready to consider getting newer, more capable equipment, but you are not sure how to afford it, or how easy it will be to get the best value for your old equipment if you trade it in. Agilent can make it easy for you – with a quick review of your current equipment as well as of your new product interests, straightforward trade-in credit offers to maximize the value you can get, and a simple quote and return process that makes it easy to transact once you have decided to move forward. Give your Agilent Sales Representative a call to see just how easy it can be.

*"We make deals happen. Agilent Premium Trade-In Solutions take your situation into account. With all our options, we can customize a deal to fit your business."*

**Wei Zhao**  
*Business Development Engineer, China  
Agilent Technologies*

## HERE IS A SMALL SELECTION OF PREMIUM TRADE-IN DEALS

TRADE TO	DESCRIPTION	CREDIT *
<b>9000 DSO/MSO, 90000A DSO/DSA, 90000X DSO/DSA</b> Infiniium oscilloscopes	 Trade a competitive or Agilent real time scope towards a new Infiniium 9000, 90000 or 90000X oscilloscope. You also save on a DSOX90000A oscilloscope trading in a select signal source, spectrum or network analyzer.  Trade-In ID: T-WW-1A-002	 50%
<b>N9010A</b> EXA Signal Analyzer	 Trade toward the new EXA signal analyzer now as special credits are offered only for a limited time.  Trade-In ID: T-WW-12-014	 55%
<b>N5242A/44A/45A/47A</b> PNA-X Network Analyzer	 Trade toward the new PNA-X analyzer soon before special Trade-In offer will end.  Trade-In ID: T-WW-WN-005	 35%  20K USD

Browse all Trade-In deals [WWW.AGILENT.COM/FIND/DEALS](http://WWW.AGILENT.COM/FIND/DEALS)



*\* Credit values are approximate and may vary by currency. Model eligibility and potential credit amounts are subject to change without notice. Restrictions prohibit or limit this program in some countries. Contact your Agilent sales representative for more information.*

