

Increase test capabilities with no-up front investment

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Agenda:

Increase test capabilities with no-up front investment

- Key challenges in Automotive Testing
- Case scenarios
- The hidden cost of buying test equipment
- Introducing a new procurement model
- Benefits



Three key challenges in Automotive Testing

1

Testing in innovative technology areas

2

Meeting fast-changing Automotive standards

3

Flexibility for testing technology that evolves

Case Scenarios in each area

What alternatives are available other than buying?

Challenge 1

Scenario

A project manager needs to test a new radar system at 80GHz frequency.

Testing technology currently in the lab is for lower frequencies, so they need to upgrade, including an 80GHz spectrum/network analyzer.

But buying equipment without certainty for the long-term is a risk.

Challenge 2

Scenario

A test lab is tasked with testing a new battery for an automotive manufacturer.

They need a new regenerative power supply to test the charge and discharge cycle at 800/1000VDC.

The cost of buying new instruments is prohibitive.

Challenge 3

Scenario

An automotive component manufacturer is testing a new component in an integrated network in a new car.

They need new test equipment with extra options and accessories specific to the latest standards.

Once the component has been validated, they won't need the equipment any longer.

Challenging the Procurement Model

Asset ownership involves costs that occur over time and are overlooked

Misconception about costs of outright purchase of test equipment – habit



Testing in innovative technology areas

Objective: Reducing risk associated with uncertain testing requirements

Solution: Renting test equipment to

1. Change/upgrade/return test equipment as and when it needs changing
2. Access Test Equipment without the lead time associated with buying
3. Access high-frequency capabilities without a very large CAPEX investment

Scenario

A project manager needs to test a new radar system at 80GHz frequency.

Testing technology currently in the lab is for lower frequencies, so they need to upgraded, including an 80GHz spectrum/network analyzer.

But buying equipment without certainty for the long-term is a risk.

Meeting fast-changing Automotive standards

Objective: Reducing capital invested in testing technology that changes with automotive standards

Solution: Renting test equipment to:

1. Access the latest testing technology without upfront investments.
2. Upgrade and return depending on project's needs.
3. Use OPEX budget and avoid a lengthy approval process.

Scenario

A test lab is tasked with testing a new battery for an automotive manufacturer.

They need a new regenerative power supply to test the charge and discharge cycle at 800/1000VDC.

The cost of buying new instruments is prohibitive.

Flexibility for testing technology that evolves

Objective: increasing flexibility for acquiring upgraded technology fast

Solution: Renting test equipment to

1. Access Test Equipment with the latest options
2. Only rent for the period needed
3. Avoid using CAPEX for short terms projects

Scenario

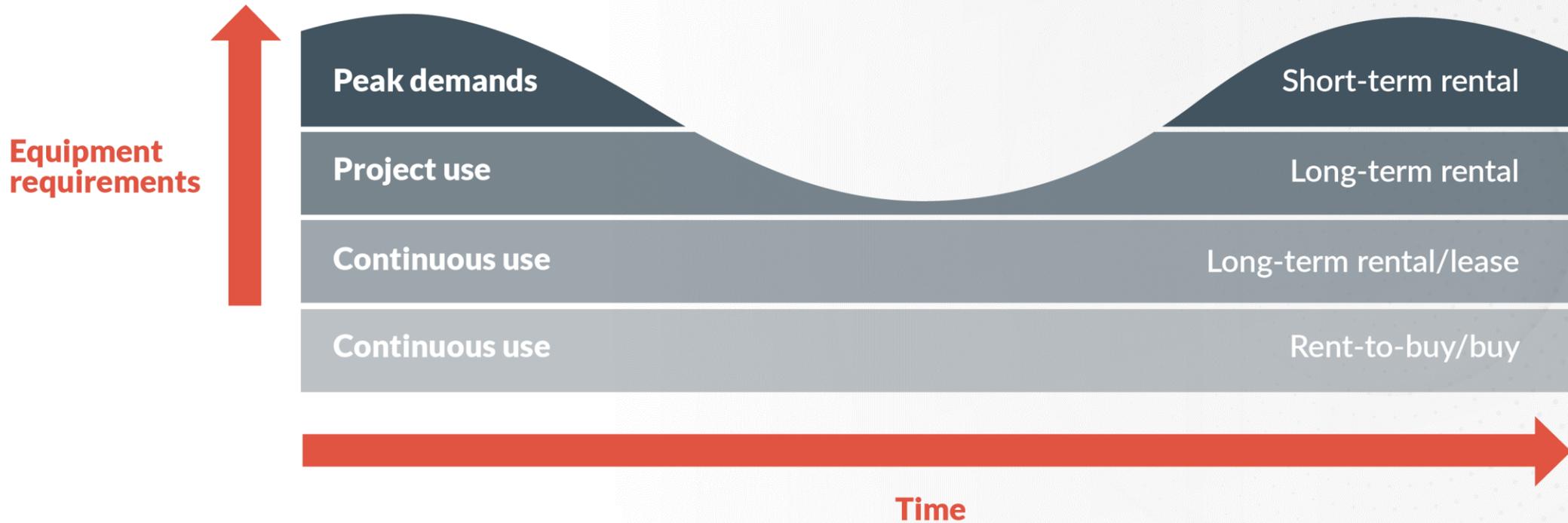
An automotive component manufacturer is testing a new component in an integrated network in a new car.

They need new test equipment with extra options and accessories specific to the latest standards.

Once the component has been validated, they won't need the equipment any longer.

Deploying the right solution by need

Look again at how you procure test equipment – mix for best results



Rental

Acquiring equipment on your terms

Proof of concept, project scale-up, demand surge, budget...

HOW DOES IT WORK?

1. Select product and configuration
2. Define how long you need the equipment for
3. Equipment shipped to your chosen location, fully calibrated and ready for use

WHY CHOOSE RENTAL?

1. Access to inventory in a timescale that suits you
2. Remove maintenance and calibration costs
3. Ultimate flexibility. Return, change or extend at any time



Summary:

Increase test capabilities with no-up front investment

- Look again at your procurement model
- Mix options depending on need
- There are good solutions for fast-changing testing needs
- You can deploy the latest equipment without upfront investment and flexibility



Typical benefits of effective use of Rental.

Mixing rental, financial solutions and purchase effectively can save an average of 25%.



Electro Rent Global

The largest global provider of test and technology financial solutions

#1

Global **Rental**
Market Provider

#1

Global **Pre-owned**
Market Provider

#1

Global **Asset**
Management
Provider

200+

Brands Offered

23

Global Locations

\$1bn

+ Inventory Under
Management

100k+

Products

180

Test Experts

