

Financial Solutions for Every Need

FINDING QUALITY INSTRUMENTS WITH LIMITED BUDGETS



Introduction

When capital and operating budgets are restricted or unavailable, it can be challenging for engineers and lab managers to get the equipment they need and keep projects on track. From renting, leasing, and purchase to new and pre-owned equipment, Electro Rent offers a wide variety of financial solutions to meet customer needs and budget requirements. Learn how leading companies are getting the equipment they need to keep pace with technology while reducing CapEx and OpEx requirements.

Below is a brief overview of finance options and money-saving alternatives, some of which are presented in greater detail within this paper.

Renting

Renting ensures continued access to the latest technology without many of the costs of long-term ownership. The cost of maintenance and calibration is covered by all rental agreements. Improve fleet utilization by renting only what you need when you need it. Extend, exchange, upgrade, or rent again, as needed, to meet project and budget requirements.

In most circumstances, for terms ranging from several months to three years or longer, renting represents significant savings versus outright purchase.

Leasing

Our Certified Pre-Owned (CPO) program includes carefully selected instruments that have passed a 23-step quality inspection. To provide additional reassurance, a 14-day, no-questions-asked return policy and a one-year warranty are also included.

Sell and Dispose

Companies can sell unwanted and surplus test equipment, freeing valuable funds and increasing floor space. To get started, give us a call or send us your list of test equipment. Once we connect, we will view your inventory, make an offer, and handle the shipping and logistics. This strategy is also used by companies to generate capital for newer equipment.

Asset Optimization

For a company-wide approach to fleet management, our asset optimization solutions help companies:

- Reduce CapEx and OpEx costs
- Increase asset visibility and accountability
- Track and manage equipment
- Eliminate redundant assets
- Increase fleet utilization.

Our asset optimization solutions help clients quickly and easily access critical asset information for their entire test and measurement portfolio, giving them the insights they need to make more informed decisions on acquisition, procurement, and cost reduction.

Use Renting to Lower CapEx and OpEx Spending

Renting reduces strain on both capital and operating budgets. Because there are no up-front costs, capital funds are not required to rent test equipment. Ownership costs are also reduced because calibration, repair, and disposal are included with all rentals. The only cost is the monthly payment.

Renting offers great flexibility. With terms ranging from one month to several years, renting ensures access to leading technology without the cost of long-term ownership. Keep the rental as long as you need it, exchange or upgrade if needs change, and return it without disposition or disposal fees when you're done.

For instance, in a manufacturing or production environment, testing needs can change with minimal notice. In this situation, a company might rent for a month or several months, return the unit, and then rent again at a later time, or as needed to meet requirements.

Without disposing of old, obsolete, or rarely used equipment, operating expenses will continue to increase.

Benefits of Renting

- Eliminates most ownership expenses
- Calibration, repair, and disposal costs included
- Uses OpEx instead of CapEx budgets
- Retain access to the latest technology
- Flexibility: return, exchange, upgrade, or downgrade at any time
- Better cost control and financial predictability
- Idea for short-term projects or to fulfill urgent needs
- Substitute for equipment in calibration or repair

Most companies have rarely used or unused equipment that occupies lab and storage space and incurs costs for calibration, repair, maintenance, taxes, and depreciation. Even when these assets are not in use, however, costs continue to accrue. Importantly, as additional equipment is added with each budget cycle, operating expenses continue to rise.

Purchase as the Default

In many organizations, the outright purchase of test equipment is often considered a default option. However, when the true cost of ownership is taken into consideration, it becomes clear that asset ownership involves numerous costs that are often overlooked, including:

- Lengthy procurement process required for capital spending
- Cost of capital, financing, and depreciation
- Up-front sales tax and ongoing property taxes
- Calibration, maintenance, repairs and downtime
- Asset tracking, logistics, security and storage
- Technological obsolescence
- End-of-life disposal

A purchase is a long-term commitment that cannot be reversed if project requirements or circumstances change, or new technology becomes available.

Electro Rent CPO equipment includes a 23-step quality inspection and a one-year warranty.

Choose Quality Pre-Owned Instruments for Savings

For engineers that need test equipment but have budget constraints, pre-owned test instruments are a good alternative. With discounts of 50-75% from list price and additional buyer protections, pre-owned programs are an option to consider.

Electro Rent's Certified Pre-Owned (CPO) program, for example, includes a 23-step quality inspection process, a one-year warranty, and a 14-day, no-questions-asked return policy. Many CPO instruments are former rental units that have been properly maintained throughout their life or sourced from blue-chip companies whose test assets we manage.

If you're part of an engineering, management, or procurement team, you have probably received e-mails about discounts on test equipment and time-sensitive bargains. How can you determine which ones are legitimate and which to avoid? Below are some things to consider when selecting a supplier.

Factors to Consider

Quality

Most reputable suppliers have an evaluation process to ensure that preowned equipment is properly calibrated, performs to original manufacturing specifications, and is packaged properly to ensure it arrives ready for operation.

What's Included?

What cables and accessories are required for proper operation? Are these items included in the price. Some resellers classify batteries, carrying cases, manuals, and power leads as “extras” that require additional fees.

Consider Your Requirements

Slight differences in options or software can create significant differences in functionality, making discounts irrelevant. Find a supplier that offers application engineering support before you commit to buying. If the product meets your requirements, it may be ideal; but if it needs an upgrade, that may cost more.

What Guarantees are Offered?

Best in class suppliers offer product warranties. If there is a problem, a documented warranty outlines conditions for return. Before you agree to an online offer, be sure to clarify the conditions. A one-year warranty is valuable as it provides additional reassurance. Some suppliers offer technical and application support, which can be invaluable, so it is good to ask about their support before you make a commitment.

Supplier Reliability

The used equipment market can be volatile, and suppliers often come and go. Is the supplier going to be hard to reach after the sale? If a problem arises after delivery, how will it get resolved? What if the item is damaged, incomplete, or not what was ordered?

Is It Upgradeable?

If project requirements could change over time, see if the equipment can be upgraded. If not, it might be worth spending a bit more to accommodate future needs. Ask to speak with the supplier's technical support team, to be sure the product fits current and future needs.

Find a supplier that offers application engineering support before you commit. If the product meets requirements, that's ideal; but if upgrades are needed later on, you may end up spending more.

Application Engineering Services

Objective Advice for the Right Solution

Electro Rent's application engineers can help you make more informed decisions, saving time, money, and frustration. They provide a variety of services to help companies get the most from their test investments. Services include:

- Product knowledge: guidance on product specifications and applications, set-up, demos, and technical seminars.
- Informational "lunch and learn" sessions on the latest technologies and testing protocols.
- Start-up assistance and training to help clients get the most from their testing products.

Our subject matter expertise includes, but is not limited to, the following categories.

• 5G NR • High-Speed Digital Solutions: DDR, PCIe, PAM, Ethernet, MIPI, HDMI, USB, Compliance Testing • EMC - Pre-compliance • RF and Microwave: Radar Measurements, Signal Generation, Spectrum Analysis, Noise Figure Measurements, Vector Network Analysis, Field Testing • Automotive: Radar, EMI, Connectivity, Bus Systems Test • IOT: Battery Testing, Wireless Connectivity • Power Supply Testing • Signal Integrity • Power Device Characterization and Energy Efficiency

In challenging times, there are a number of ways to source quality instruments. One option to consider is renting which eliminates up-front costs, minimizes ownership expenses, provides flexibility, and does not require the use of capital funds.

Another is certified pre-owned instruments, which are brought back to original specs, and quality and calibration tested to ensure that everything is ready to go when the unit arrives. Should anything occur, there is a one-year warranty and other buyer protections.

When shopping for equipment, be sure to consider a supplier that offers application engineering services at no additional charge. This helps to ensure that you get the right equipment to meet all your project requirements.

About Us

Electro Rent is a leading global provider of test and technology solutions that enable customers to accelerate innovation and optimize asset investments. Our rental, lease, sales, and asset management solutions serve innovators in communications, aerospace and defense, automotive, energy, education, and electronics industries, and we have been doing so since 1965.

Contact Us Today

To learn more about Electro Rent products and services, including rental, leasing, new, and certified pre-owned equipment, visit us on the [web](#) or call us at **800.553.2255**.



Smarter Solutions for Testing & Technology