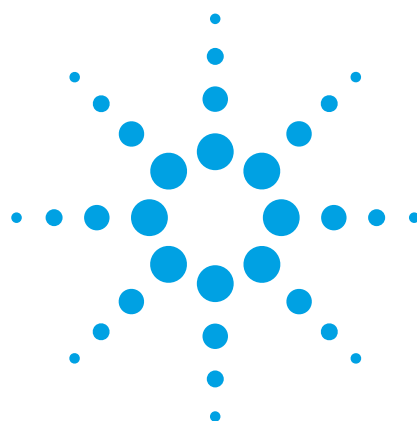


## Agilent End-of-Guaranteed-Support Instrument Transition Options



### Create Your Own Comprehensive and Cost-effective Instrument Transition Plan

Safeguard results, increase efficiency and maximize savings  
with your effective transition to the latest Agilent technology.



Our measure is your success.



Take advantage of flexible services, financing and incentives that will make your move to next-generation technology smooth and cost-effective.

## End-of-Guaranteed-Support can mean the beginning of greater success. **All you need is a plan.**



Your older Agilent instruments have served you well for many years. Now the changes in technology that have brought these hardworking instruments to the end of their lifecycle, offer you a unique opportunity to increase productivity by transitioning to Agilent's most up-to-date technology.

Because we can no longer guarantee parts availability as instruments reach End-of-Guaranteed-Support, our Asset Maximization Services will help you extend the life of these older systems. We are committed to helping you make the most of your older assets and optimize your transition to the latest technology.

### By developing a plan to transition to Agilent's newest technology now, you can:

- 1** Increase productivity and reliability by shifting mission-critical work to the latest technology.
- 2** Minimize the effect of unavailable parts and unexpected downtime by moving mission-critical samples to new technology.
- 3** Extend older instruments' support life, by utilizing parts from retired instruments.
- 4** Ensure compatibility by using the latest software, consumables, accessories and applications.
- 5** Maintain your relationships with Agilent service representatives.
- 6** Save money with special financial incentives on the purchase of instruments, consumables, and services.





## Discover our most **productive** instruments and get performance that meets your most challenging goals.

Each of our new instruments offers a significant step forward in efficiency, reliability and ease-of-use. Better yet, they can be put to work right now and you can let Agilent help minimize the time required to make this transition. Get started now, so that you can take advantage of new technologies that let you share business and scientific data throughout your lab... increase sensitivity and sample throughput... and make your lab more productive and more responsive to your needs.



## Start your transition to greater reliability and productivity today!

For more information visit:

[www.agilent.com/chem/explore](http://www.agilent.com/chem/explore)

or call **800 227 9770** (in the U.S. and Canada)

or contact your Authorized Agilent Representative.

Planning your transition is **easy**.  
Just follow these simple steps.

### Step 1:

#### Take an instrument inventory.

Begin by determining how many of your instruments are at End-of-Guaranteed-Support.

List them by type so that you can see at a glance how many GC, GC/MS, LC, LC/MS or ICP-MS instruments you may eventually need to replace.



### Step 2:

#### Decide which instruments are mission critical.

Review your list and determine which of these instruments are the most necessary to your business:

- How often does an instrument run critical samples?
- Which instruments provide critical time-to-market results or certificates of final analysis?
- How much downtime can you afford on critical instruments?
- Where could you increase productivity the most by implementing new technology?







*Agilent is ready to help you create a transition plan that maximizes savings and productivity. So don't wait. Make the most of this outstanding new technology.*

*Talk to your Agilent Representative and start to develop your customized transition plan today!*

### Step 3:

#### Decide which instruments you can retire for parts.

Review your list. Do you have several identical instruments running similar analysis? If they are critical to continuity, it is not necessary to replace them all at once. Instead take one of these interim steps:

- Replace one with a new instrument and use the retired instruments to supply parts to older instruments still running.
- Provide the same level of service for the remaining older instruments through Agilent's Asset Maximization Services.

### Step 4:

#### Set up a schedule to replace your instruments.

Discuss purchase options with your Agilent Representative and develop a schedule to replace instruments based on need, budget, savings and timing. Your Representative will help you to keep your instruments running at maximum productivity while you replace individual instruments at your own pace.



Agilent provides **everything you need**  
to make your transition a **success.**



**Asset Maximization provides:**

- Service agreements
- On-demand repair service
- Preventive maintenance
- Qualification services
- Access to high quality Agilent parts for as long as our existing supply lasts

## Our 10-year Value Promise maximizes your Return on Investment

The purchase of any new instrument is a substantial financial undertaking. Of course, you want to know that the return on your investment will far outweigh the cost of your purchase.

That's why Agilent guarantees that all our gas and liquid chromatography systems – including GC/MS, LC/MS and ICP-MS – will provide you with productive performance for a minimum of 10 years from date of purchase, or we will credit you with the residual value of the system on an upgrade to an Agilent replacement.

This alone makes the purchase of a new Agilent system a great investment. From your first day of ownership to your last, you can count on us to provide the service, support, supplies and expertise necessary to ensure that your instrument not only operates at the peak of productivity but performs in a way that supports the goals of your lab and your business.

## Our Asset Maximization Services ensure you transition on your own terms.

Our Asset Maximization Services allow continued operation after your instrument reaches its End-of-Guaranteed-Support date.

Asset Maximization can be the cornerstone of an orderly transition program because it allows you to benefit from the same level of service and support you receive today.

These services won't keep older instruments running forever, but it will give you the time you need to bring next-generation technology to your lab in a way that both maximizes continued productivity and meets your overall financial goals.

## Special financial incentives offer outstanding savings on instruments, consumables, and services.

Start your transition this year, and you'll receive special financial incentives that will provide outstanding savings. These savings can add up... and they are yours even if your transition takes several years to complete.

To make your transition as smooth and cost-effective as possible, the savings and special incentives we offer are available not only on our next generation technology, but also on all your columns, supplies and services you

purchase for your new – and current – instruments. All you need to do is start your transition now, and purchase a qualifying instrument.

Actual savings will depend upon your individual purchase, so be sure to speak to your Agilent Representative to see how affordable your transition can be.

Save at least 15%  
on columns, supplies and  
services with each  
instrument purchase.



## Maximize your success with Agilent's total transition solution.

Don't wait any longer to begin your transition to Agilent next-generation technology. Start now and take advantage of special savings for qualified customers and the services you need to develop an effective transition.

- Outstanding Technology
- 10-Year Value Promise
- Asset Maximization Services
- Outstanding savings on instruments and consumables that can save you thousands upon thousands of dollars



## A proven partner in your success

At Agilent, we're constantly looking for ways to optimize your lab's performance. It's a strategic approach led by 40 years of analysis expertise, and enhanced by constant communication every step of the way.

Along with unrivaled technical support and educational resources, we'll continue to offer a comprehensive array of instruments, supplies, and services, each rigorously designed, tested and manufactured to the industry's highest standards. As always, the Agilent name is your assurance of unequalled dependability, reliability, ease of use and enhanced productivity.

Through the years, you've trusted Agilent Technologies to provide you with the instrumentation, supplies and support you've needed to keep your lab running at peak performance.

For more information visit:  
[www.agilent.com/chem/explore](http://www.agilent.com/chem/explore) or  
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