



# Turn your dreams into reality

Agilent is helping emerging businesses succeed



**Agilent Technologies**  
*dreams* made real



## We enable your emerging business to win

You're an executive with an early stage company and you're struggling to bring your product to market, let Agilent Technologies help. Agilent offers:

- Test expertise and leading-edge technologies
- A broad set of resources
- Creative financing

All specifically tailored to meet the unique needs of early stage companies.

**The bottom line:** If your company seeks to gain credibility, accelerate development and advance your technology, Agilent is ready to address your critical needs—and enable your emerging business to win.

# Agilent Test Expertise

## Leading-Edge Technology Solutions

**Whether you're developing today's — or tomorrow's — emerging technologies, Agilent offers you the right Test and Measurement Solutions and Application Knowledge to get ahead.**

As a start-up executive, you know how vital information is to making good decisions. Agilent Test and Measurement equipment is built to deliver answers you can count on.

Whether you're developing systems and technology for optical, 2.5G or 3G products, or Bluetooth and Wireless LAN, Agilent has the products and application knowledge to help you develop, test and measure your technologies—and ultimately succeed.

Driven by extensive customer research, our newest instruments reflect input from hundreds of engineers worldwide. Agilent offers range of performance options to help you choose the right instruments for your unique technical and financial needs.

Behind the products, Agilent aims to be the ideal test expert with efficient information and knowledgeable advice from fellow engineers. With a variety of information sources to meet your needs, just describe your application and Agilent engineers will work with you to find the best solution inside your budget.



## Agilent Resources

# Agilent Education and Training: A wide range of courses to keep you on the cutting edge

Education is an investment in people—and in your success. After all, well-trained engineers solve problems more effectively and efficiently, which ultimately makes them more successful in their jobs. Agilent Education & Training is designed for managers, engineers, and technicians who need to keep abreast of the latest technologies, techniques, and product developments.

We offer **Product Training** for learning how to use Agilent test equipment, including product features and capabilities to get you up to speed quickly and start making accurate measurements. Our **Measurement Fundamentals** training courses range from the best measurement techniques to the fundamentals of test or

measurement principles. **Technology and Application Training** is also available for learning all about a specific leading-edge technology, including the basics and standards to measurement challenges encountered when testing within specific application standards. Choose from our extensive catalog of test and measurement courses, and take a course either at your site or at an Agilent location.



# Agilent Consulting: Enabling you to meet your business goals

As the world leader in test equipment, Agilent offers first-hand knowledge you can use to streamline your test equipment technology. No matter what type of Agilent equipment you have, our consulting services can help you maximize profitability and operational efficiency in your design, test and manufacturing applications.

## Enterprise Business Consulting

When it comes to Enterprise Business Consulting, Agilent develops a clear understanding of your business goals and critical success factors. Working with your team, Agilent helps you find ways to improve the deployment, capability, effectiveness and throughput of your test processes. We can also help you solve your manufacturing problems by helping you find a manufacturer that fits your needs. Finally, we can show you how to best use information from tests to improve your business performance.

## Process Consulting

Agilent provides world-class Manufacturing Process Consulting and R&D Process Consulting to emerging businesses. Our Manufacturing Process consulting services help you achieve improved results in your manufacturing and test operations, so you can be more competitive. Our R&D Process Consulting services help you improve product development capabilities by addressing all aspects of development: management, methodologies, techniques, infrastructures, environments and tools.

## Test Instrument Consulting

Agilent Test Instrument Consulting services give you the technical expertise you need to transform your hardware and software into high performance solutions. Whether it's helping you address specific problems or better implement your test strategies, no one else is ready to help you like Agilent.



## Agilent Creative Financing

### Enabling You to Acquire & Afford the Test Expertise You Need

To help your R&D department meet market windows for new products or to keep your manufacturing lines up and running, Agilent makes it easier for you to get the equipment you need, when you need it in the way which you choose to acquire it.

#### Lease And Finance

Agilent Lease and Finance can help your early stage business with a wide range of financial options that will stretch any budget.

Agilent Financial Services' **Easy Rent** program offers low-cost 12, 18 or 24-month rental options that provide the convenience and flexibility of an equipment rental with the low payments of a lease. Or consider an Agilent Financial Services' **Lease**. It provides all the benefits of new technology without the expense or risk of owning it. Many plans even include upgrades and add-ons. Plus, if you use Agilent Financial Services' competitive rates, you'll gain access to such advanced

technology through a low monthly payment. Best of all, whether you choose to rent or lease, we know how to get you the product you want, when you want it.

Agilent Financial Services also offers a **\$1 Buyout Plan**, which allows you to purchase Agilent products, Agilent software, and complementary non-Agilent hardware and services over time.





### Rental

Agilent has certified Premier Rental Partners: Electro Rent and Technology Rentals & Services (TRS). Electro Rent and TRS are experts in efficiently managing their equipment. As certified partners, each company stocks a large inventory of frequently requested Agilent equipment, and gives priority delivery to new Agilent products. We also collaborate with Electro Rent and TRS to ensure they have the appropriate product mix to meet customer needs in high technology markets where technology turns rapidly.

### Refurbished Equipment

Agilent offers refurbished instruments that meet the same standards as our new equipment for quality, warranty, service and support. Best of all, they help keep your budget in check with much lower prices. Check our online, real-time inventory anytime for an instrument that meets your needs.

### Trade Up/Trade In

Move up to new equipment and save money in the process with Agilent's Trade-in/Trade-up Program. Our Trade-in/Trade-up programs let you capitalize on your previous technology investments and dispose of under-used equipment. You can trade-in a wide variety of instruments for a substantial credit—even non-Agilent products—while moving up to our latest high-performance solutions.

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It's all here. By providing some of the best financing programs, resources, and test expertise and technology in the marketplace, Agilent is behind you all the way.

Not only to help your emerging business grow and win, but also to help turn your dreams into reality.

Contact Agilent, to get more information about our programs and start winning with Agilent today.

**1-800-829-4444 ext. 4655**  
**303-662-4655 in Colorado**  
**EmergingBusiness@agilent.com**

For more assistance with your test & measurement needs or to find your local Agilent office go to

[www.agilent.com/find/assist](http://www.agilent.com/find/assist)

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