

Consignment Sale

Generating value out of your unused instruments



FUND YOUR NEW INVESTMENTS FROM SURPLUS INSTRUMENTS

Your unused and surplus Test Equipment can be sold to generate cash or credit...

You probably invest heavily in R&D and product roadmaps. A big part of this expenditure is on electronic test equipment. As technologies evolve so does the equipment required to test them and updated solutions become available, often pushing older technology products to the side.

Unused test equipment is often moved to storage due to the cost of R&D lab space, then rarely used, leading to stockpiling. These instruments often have considerable value, and are still being depreciated on the balance sheet; so they could be used by other companies who don't always need the latest technology-led solutions.

HOW WE HELP YOU UNLOCK THIS POTENTIAL

The Consignment Sale service makes it really simple to do...

But how do you go about realizing this value? It's not easy to assess, organize and implement. With the Consignment Sale service, you can achieve this simply and effectively.

We'll work with you to assess your equipment and then use our extensive used equipment network to sell your equipment at the best possible price according to its condition.

Once the list is made available, we'll transfer the assets to Electro Rent's local office. We'll put the assets through our extensive quality and condition tests and report back on their status. Anything requiring repair or servicing will be processed and agreed within the sale proceeds. Any assets requiring disposal will be processed according to WEEE directives.

A pool of instruments is then designated for sale, promoted via our world-class marketing channels. They are sold 'on consignment' with agreed percentages, which means you receive the credit as and when sold.

There's total flexibility as well. You can add equipment to the pool under the same arrangement. Similarly, equipment can be removed from the consignment pool and returned at any point prior to sale should you need it back.

You get the funds to invest in equipment you need...

All you need then do is decide how to invest the funds into the equipment you need for the next generation of R&D investments to keep your nose ahead in the market.

You'll be able to quantify how much you've saved the organization in additional funds. It's the smart way to manage your equipment and just one aspect of Electro Rent's services which enable you to be among the most efficient users of equipment in the industry and be part of the sharing economy.

ASSET STANDARDIZATION

*Standardize assets
to share more...*

Asset standardization is a great way to enable the sharing of instruments and increase utilization.

For example, in a typical R&D environment, Electro Rent sees more than 20 different OEMs (manufacturers) of high cost equipment being used. Reducing this to a handful of key OEM's would allow the total quantity of units owned to be decreased, as these assets could be shared.

Ask us for more details of this service.

FAIR MARKET VALUE (FMV) ASSET VALUATION

*Get realistic
valuations of
what you have...*

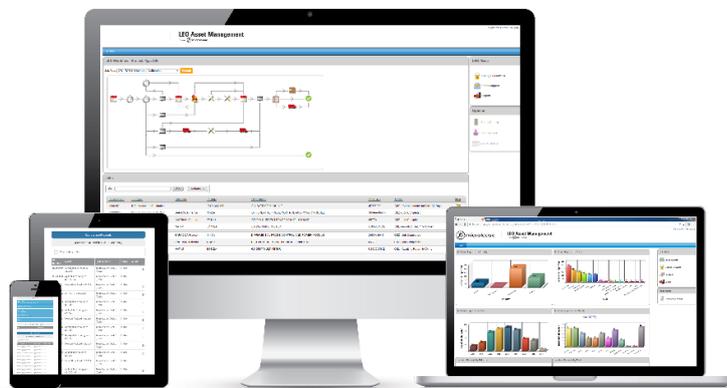
As well as providing consignment sale services of under-utilized and no longer required assets, Electro Rent can provide Fair Market Value (FMV) asset valuations for test equipment assets.

Using our extensive knowledge of the used test equipment market and recent prices obtained from selling our own inventory, Electro Rent is in a unique position to help you understand the current value of test equipment assets; helping you understand if assets are being depreciated in line with current market prices and market demand.

PART OF A COMPLETE RANGE OF SERVICES

Electro Rent has a portfolio of related solutions designed to maximize the value from your test budgets, including [Inventory Assessment](#) and [Fixed Asset Appraisal](#), to find test assets quickly and eliminate unnecessary purchases and [LEO Asset Management Software](#), which gives you three levels to control, optimize and drive full performance from assets with easy visibility.

Other tools include [Asset Standardization](#), for better asset sharing and optimized utilization, [Asset Technology Refresh](#) and [Asset Trade-In](#) services.



CONTACT

Electro Rent, 6060 Sepulveda Boulevard, Van Nuys, California 91411-2512
Telephone: USA 800.553.2255 Email: sales@electrorent.com Web: www.electrorent.com