

The 4G LTE network roll-out project meant we had to get our hands on a new set of test instruments with higher frequencies and more narrow specifications. We chose the latest Anritsu Site Masters but instead of buying them our company decided to hire on a 12 month contract with Livingston. As part of the Livingston deal, we received brand new Site Masters with full technical support, full training on the new user interface and a special calibration kit. Also included free-of-charge was their replacement service and in-house calibration service which guaranteed that we would always have a fully-functioning Site Master to hand in the event of equipment failure – and at no cost to us! All this made hiring from Livingston a lot of more financial sense to us than buying would have.



Tony Collins
RF Engineer – Mobile support

EXAMPLE

ANRITSU DUAL PORT
Site Master S331E



New Price (incl. 1 year Gold Contract)

€10.300,-

Rental price per month (based on 12 month contract):

€429,-

Take over price

€5.152,-

Total price if converting this into a purchase (after 12 months):

Rental = 12 x €429,- = €5.148,- +

Take over price = €5.152,-

=

€10.300,-

Livingston offers a wide range of equipment under its **easy2source** scheme including:



Prices: Net, excluding VAT / Livingston Ltd T&C applicable

Visit us at Livingston.com



easy2source
A better way to buy test equipment

Livingston
test equipment rental

How does it work? If you intend to buy new test equipment - and you need it today - but don't have the budget or capital to buy it, then **easy2source** offers you the ideal solution. Hire for a fixed period then convert to a discounted purchase if you wish. Always with the peace of mind that you can extend at affordable rates if cash or budgets remain constrained.

The Offer

- › Initial hire contract for 12 months

Then the option to:

- › Convert to a purchase at discounted price
- › Extend the hire at great rates
- › Return the equipment with no penalty

Why is it a better way to buy test equipment?

- › If using brand new test equipment technology is important you can upgrade any time after the initial hire period
- › If the long term need for the technology is uncertain, due to project driven requirements or matching revenues to costs, then you can purchase what you need and return the rest
- › If Capital Expenditure is currently constrained or you have no budget? Immediate availability with option to purchase later
- › Total flexibility – the rentals are off-balance sheet and there are no end of life problems

Benefits to you

- › Full aftersales support, service & training included
- › A flexible alternative to CapEx
- › OpEx - Tax deductible (until buy-option exercised)
- › Quick availability
- › Flexibility to retain, upgrade, return, purchase
- › Includes all the usual benefits of hire
- › Technical support
- › Replacement equipment
- › Calibration included
- › No hidden costs
- › Manufacturer warranties and support contracts available



Since we started in fibre installation, our company has tripled its annual turn-over. This rapid growth has placed a lot of pressure on our cash-flow. But, thanks to the flexible easy2source offer from Livingston, we've been able to manage this. Currently, we rent all our Splicers and OTDRs on a 12 month basis. After 12 months we have complete freedom and flexibility to either purchase the equipment outright or to just continuing to rent it. This approach allows us to use our capital to facilitate our company's growth instead of having it locked away in tools.

John Dellamarque
Finance Director – Fibre-fits-all Group

FUJIKURA FSM-70



EXAMPLE

New Price (incl. 1 year Gold Contract)
€7.700,-

Rental price per month (based on 12 month contract):
€320,-

Take over price
€3.860,-

Total price if converting this into a purchase (after 12 months):
Rental = 12 x €320,- = €3.840,- +
Take over price = €3.860,-
=
€7.700,-

As Project Manager, I need to make sure that all the money I invest will be recovered during any given project. This means if I invest in the purchase of costly test equipment I need to account for its depreciation over the duration of the project and this just puts further financial pressure on me that I can do without. Using Livingston's easy2source scheme to rent my test equipment not only saves me over 50% on my test equipment costs but also provides me with the option to purchase this equipment after 12 months, which makes perfect financial sense if I need to use these for further projects. The best thing is that, should I take up the option to purchase, I end up paying only what it would have cost me to purchase new in the first place – not a penny more! Easy2source gives me the best of both worlds.



Paul Whitecall
Project Manager – Cable and Pipes Services

FLUKE DSX-5000
Cable Certifier



EXAMPLE

New Price (incl. 1 year Gold Contract)
€10.600,-

Rental price per month (based on 12 month contract):
€445,-

Take over price
€5.260,-

Total price if converting this into a purchase (after 12 months):
Rental = 12 x €445,- = €5.340,- +
Take over price = €5.260,-
=
€10.600,-