

Equipment assessment **service**

Today's dynamic second-user equipment market means convincing savings are there for the taking. But to reap the rewards, you must navigate the uncertainties. Universal Instruments' Equipment Assessment Service removes the risk. After all, who better than the original manufacturer to assess the second-user machine to which you are about to commit valuable capital budget?

Second-user buyers - know where you stand

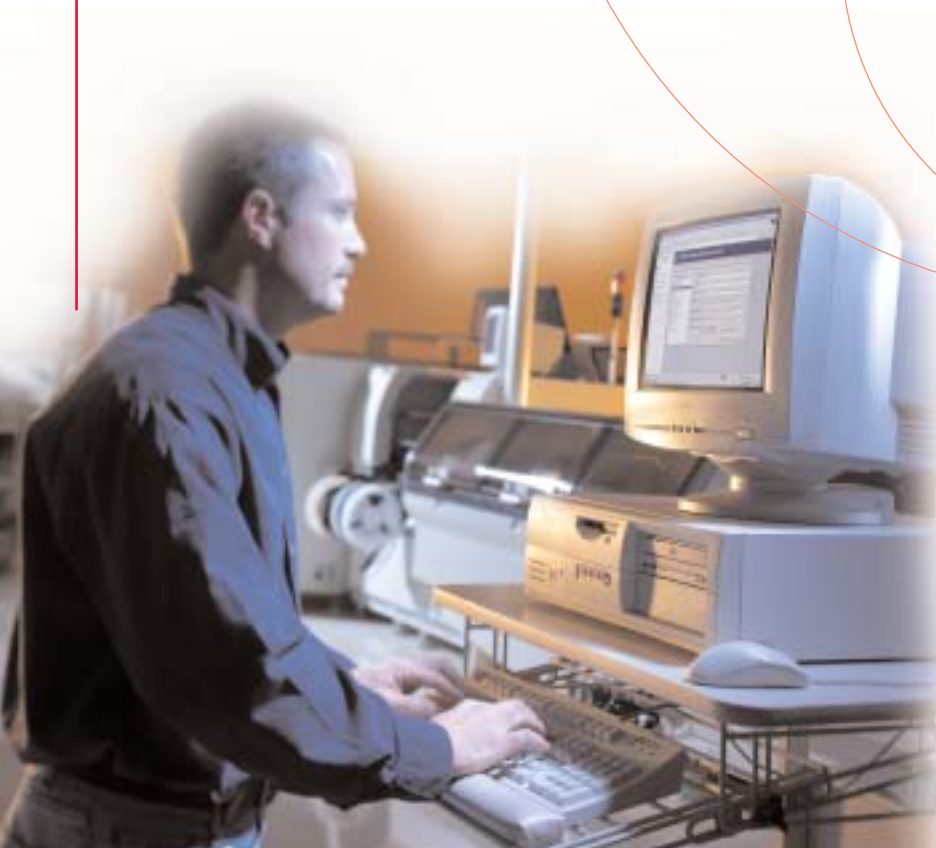
On a fee-paying basis, you can arrange for a Universal Instruments Field Engineer to assess a Universal machine anywhere in the world, and compile a comprehensive report that describes the machine's status in every detail.

At the very least, you can ensure peace of mind ahead of purchase – extremely valuable in today's inter-continental second-user market, where it can be expensive or impossible to inspect the machine yourself before purchase. But Universal Instruments' Equipment Assessment Service also delivers a strategic advantage: with precise knowledge of the machine's status in relation to software, fitted equipment, and compatibility with Universal upgrades and enhancement options, you can plan for the machine's future even before you sign the purchase order.

Global market – global capability

In today's market for second-user equipment, you can easily be purchasing equipment located on the other side of the world. Or you may be buying from a central headquarters for installation in an offshore site. In any case, the time and expense of traveling yourself to inspect the machine can easily prove prohibitive.

With our global network of experienced professionals, trained to support Universal equipment and processes to the highest levels, we are never out of range. And our Field Engineers can quickly access all equipment records and specifications necessary to assess every aspect of that second-user machine, regardless of where in the world it is located.





Comprehensive inspection and report

A Universal Field Engineer contracted to inspect a second-user machine on behalf of a buyer or reseller will:

- Verify the current machine configuration
- Assess and report upon available manufacturing and service history records
- Comprehensively inspect the condition of all major mechanical and electrical systems and subsystems
- Review options fitted (cameras, feeders, heads, tooling etc.)
- Verify software revision level and capability relative to machine configuration
- Determine machine support status relative to Universal's product support policy (availability of technical support, training and spare parts)
- Evaluate and report possible machine enhancements
- Provide a detailed report of the condition of the machine, identify defective or worn parts in need of replacement and when available, part numbers and descriptions

Second-user resellers – differentiate your services

An assessment by the manufacturer can add significantly to the value of your service. Ensure the best price, make each sale straightforward and cost-effective, and build your reputation in the market by providing a detailed and independent manufacturer assessment with each Universal Instruments machine in your portfolio. Think of it as your own Certificate of Conformity.

As an additional service, Universal can also help to correct machine problems, replace worn or damaged parts and even reconfigure options and capability. Ensuring your reputation for premium quality equipment and support for your customers.

www.uic.com
email: universal@uic.com

AMERICAS

Tel. 1-800-432-2607 or
Tel. +1-607-779-7522

ASIA

Tel. +65-6281-0991

CHINA

Tel. +86-755-2686-0160

EUROPE

Tel. +49-6101-8080

©2003 Universal Instruments Corporation. All rights reserved.
All specifications are subject to change.

MC-3766 09/03

A **DOVER** COMPANY