



Renting and Leasing Programs

Dekati offers several options for leasing and renting Dekati® Instruments. The options include short-time rentals, long-term leasing options and partial payments plans. With these options, you can get the equipment you need without large capital expenditures and you can spread the cost of your investment over several months, up to 36 months.

LEASING AND RENTAL OPTIONS

Dekati offers three different options for instrument leasing or rental depending on the length of the lease:

Equipment rental	1-6 months rental, no purchase option
Lease with option to purchase	7-12 months, purchase option available
Hire-purchase	12-36 months, purchase of the equipment at the end of lease

BENEFITS OF LEASING

- You can get the equipment you need now without large capital expenditures
- Possibility to spread the cost of the equipment over several months up to 36 months
- Fixed payments every 1-3 months
- Immediate use of the equipment
- Flexible terms
- Tax and accounting benefits

EQUIPMENT RENTAL PROGRAM

Dekati® Equipment Rental is an easy and trouble-free way to get Dekati® Instruments for measurement campaigns. General terms for rental agreements include:

- 100% calibrated and up-to-date instrumentation
- Minimum rental period of 1 month, maximum 6 months
- After-rental cleaning and maintenance included

BENEFITS OF RENTALS

- No long term commitment
- Low cost solution for measurement campaigns
- No maintenance costs, pay only for consumables

LEASE WITH OPTION TO PURCHASE 7 TO 12 MONTHS

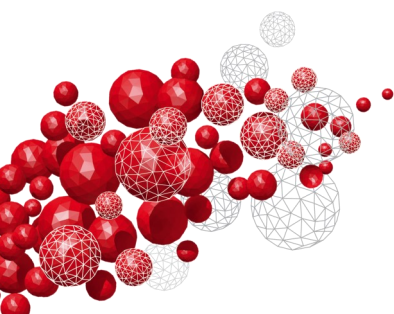
Dekati® Leasing is the solution for long term instrument need with low capital cost. Dekati® Leasing is available for 7-12 months with an option to purchase the instrument at the end of the lease.

- Attractive reimbursement plan upon purchase at the end of the lease period
- All capital costs known
- Possibility to purchase extended warranty

HIRE PURCHASE (PARTIAL PAYMENT) 12 TO 36 MONTHS

Dekati® Hire-Purchase Plan is a long-term plan to acquire a Dekati® Instrument with modest monthly payments. With the Dekati® Hire-Purchase Plan, the instrument is leased for 12 to 36 months before purchasing the instrument at the end of the lease.

- Possibility to purchase extended warranty
- All capital costs known



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RENTAL*			
Term	Monthly Rental Fee	Other Costs	Other
1-6 months	10% of the valid net prices	Handling and instrument maintenance fee, invoicing fee for each separate invoice	No purchase option available
LEASE WITH OPTION TO PURCHASE*			
Term	Monthly Leasing Fee	Other Costs	Refund upon purchase before end of lease
7-12 months	8% of the valid net prices	Handling fee, invoicing fee for each separate invoice	80% of the paid leasing fees
HIRE-PURCHASE (Partial payment plan)*			
Term	Monthly Leasing Fee	Other Costs	
12-36 months	(Total price of the instrument)/ (length of the lease in months) + 1% of total price/month	Handling fee, invoicing fee for each separate invoice	

*Check availability in your area from Dekati or your local Dekati representative

	Rental	Lease with option to purchase	Hire-purchase (Partial payment plan)
When to use	Easy and trouble-free way to get instruments for short term measurement campaigns	Solution for long term instrument need with low capital cost. Possibility for instrument purchase before the end of the lease period.	Long term plan to acquire an instrument with modest monthly payments. Simple and cost-effective way to distribute capital cost.
Available products	Limited rental subset	All	All
Term	1 – 6 months	7 – 12 months	12 – 36 months
Financing	N/A	Up to 100%	100%
Lease assets and liabilities on balance sheet	N/A	No*	Yes*
Relative monthly payment rate	Moderate	Low	Lowest
Ownership decision	No purchase option	Before end of lease	Beginning of lease
Ending purchase option	No purchase option. Extend rental period or return equipment.	Yes. Purchase equipment and take advantage of reimbursement, extend leasing period or return equipment	N/A. Purchase decision made at the beginning of lease.
Price at the end of lease	No purchase option	80% reimbursement of lease payments	100% already paid
Invoicing interval	1-3 months, to be agreed in the rental contract	1-3 months, to be agreed in the lease contract	1-3 months, to be agreed in the lease contract
Extended warranty (standard warranty 24 months)	N/A	To be agreed in the lease contract	To be agreed in the lease contract. In lease terms longer than 24 months, extended warranty must be included.
Training	Negotiable	Negotiable	Negotiable

*Always check the market-specific differences in tax and accounting treatment, availability and terms and conditions