

# BIOS ANALYTIQUE

Rental Solutions for Lab Equipment



This document is illustrated with examples of genomics and life sciences instruments.

Another version is available for chromatography instruments.

[www.bios-analytique.com](http://www.bios-analytique.com)

## Who are we?

Founded in 1995, Bios Analytique operates throughout the whole of Western Europe with offices in France, Spain and the UK.

Combining technical and financial know-how, Bios Analytique provides added value solutions for chemical analysis and life sciences instruments.

Thanks to our strong partnership with Agilent Technologies, our customers benefit from the highest quality instrumentation and related services.

With a bank as one of its main shareholders, Bios Analytique has the infrastructure and financial resources in place to manage its constantly expanding European activities.

## Our Products and Services

- GC & Headspace
- GC/MS Single Quad & QQQ
- Compact LC, HPLC & UHPLC
- LC/MS SQ, QQQ, Trap, TOF & QTOF
- Additional Modules  
(PAL autosamplers, gas generators)
- ICP/MS
- UV/Visible Spectrophotometer
- Capillary Electrophoresis
- DNA Microarrays Scanner
- Lab-on-a-chip (Bioanalyzer)
- PCR & qPCR



All instruments are from Agilent Technologies except some "Additional Modules".



— *Authorised Distributor*

All our Support engineers are trained and accredited by Agilent Technologies.  
Depending on your needs, we can provide you with a full range of services:

- Installation
- Familiarization
- Qualification (IQ/OQ)
- Preventive Maintenance
- Extended Warranty
- De-installation



Your company  
chooses **rental** to  
optimise the management  
of its car fleet ...



... have you ever thought about **renting**  
your **laboratory instruments**  
to benefit from the same **advantages** ?

- ☑ Tailor made solutions
- ☑ Flexibility
- ☑ Off balance sheet
- ☑ Outsource the risk
- ☑ Asset management optimisation
- ☑ etc ...



GC & GC/MS ♦ HPLC & LC/MS ♦ ICP/MS ♦ UV/Vis Spectrophotometer  
Electrophoresis ♦ Microarrays scanners ♦ Lab-on-chip ♦ PCR & qPCR

# Rental, a logical solution ...

*Wealth as a whole consists in using things rather than in owning them.*

ARISTOTLE

In today's economic environment, so unpredictable and fast changing, anyone taking up this philosophy would say:

**The real value of lab equipment does not lie in its ownership but in the advantages it offers in terms of its use and productivity.**

For that purpose, Bios Analytique provides an innovative and flexible program meeting the requirements of every customer:



In order to provide customers with a turnkey solution, we also offer a complete range of services:

- Standard or urgent installation
- Standard or comprehensive familiarisation
- Qualification (IQ / OQ)
- Preventive maintenance (rentals > 12 months)
- Warranty extension (rentals > 24 months)

The ideal solution for short term projects or specific time related needs for which there is no possibility of assigning resources.

With a rental duration going from 1 to 24 months, extendable on a month to month basis, this offer allows you to answer all technical or financial constraints without delay.

► **To manage specific needs ...**

- urgent need, one-off need or activity peak
- specific analysis project, technical or method validation
- evaluation of new technologies, try before you buy ...

► **To get out of financial dead-ends ...**

- start-up companies (no financial background)
- budget-cuts, investment budget not planned or not yet available



... think **Short Term Rental!**

### Technical Advantages

- ✓ Easy process & fast delivery
- ✓ Equipment under Agilent warranty during the whole rental period
- ✓ Wide choice of techniques and configurations, from one module to a complete system.
- ✓ Additional services if needed (familiarization and qualification)

### Financial Advantages

- ✓ Real "Pay per use" solution
- ✓ Operating expense
- ✓ Monthly commitment
- ✓ No financial approval needed
- ✓ Convertible into Evolving Rental
- ✓ Purchase option at any time during the rental period

**And at the end of the rental period, all the alternatives are possible:**

- ⇒ return the equipment,
- ⇒ extend the duration or convert into Evolving rental
- ⇒ purchase, with a refund of 75 to 100% of the paid rents!

## Price example



Non-contractual prices and photo

Type of Equipment: Agilent Technologies Real-Time PCR

Price list value: **£ 20.996**

Rental duration	Monthly rent
Less than 12 months	<b>£ 840</b> excl. VAT
From 12 to 24 months	<b>£ 735</b> excl. VAT

Purchase option e.g. after 12 months:  
100% of paid equities refunded ➔  $£ 20.996 - (12 \times 735) = £ 12.176$

## A financing offer unique in Europe

By placing a high Residual Value (RV) on the equipment, Bios Analytique allows you to **decrease** your financial commitment and **outsource** a great part of the risk.

This rental solution is ideal whenever you need to:

- ⇒ maximize flexibility to answer changes in your needs or resources
- ⇒ adjust your commitment period to the real duration of your project
- ⇒ update instruments to improve performance
- ⇒ eliminate the competition by using state-of-the-art products
- ⇒ remove the risk of obsolescence
- ⇒ simplify your bookkeeping by including services in the rents
- ⇒ benefit from the recognition as operating lease (IFRS/IAS 17)

**24 months**

**Minimum Risk**

Residual value up to 50%

**36 months**

**Strategic Positioning**

Residual value up to 35%

At the end of the rental period, you choose what to do depending on your lab needs or finances:

- ⇒ return the equipment
- ⇒ extend the rental period for one or two additional years
- ⇒ buy the equipment

This solution allows you to adapt the cost of possession to the real period of use and not to the equipment's full value!

**Ideal when:**

- ⇒ projects/contracts are of limited duration (e.g. subcontractors)
- ⇒ you have a continual need for latest technology
- ⇒ equipment value is not within the budget

**Key Points**

- ☑ Shorter commitment period
- ☑ Residual value up to 50%
- ☑ Low budget needed
- ☑ Equipment kept up to date

**Price example**

Type of Equipment: Agilent Technologies DNA Microarray Scanner

**Net value: £ 75.000**  
including installation and familiarisation



	Classic Leasing <sup>(1)</sup>		Evolving rental
	24 months	48 months	24 months
Number of quarters	8	16	8
Quarterly equity	£ 9.845	£ 5.167	£ 6.358
<b>Total financial commitment</b>	<b>£ 78.761</b>	<b>£ 82.672</b>	<b>£ 50.863</b>
<b>Annual cost</b>	<b>£ 39.380</b>	<b>£ 20.668</b>	<b>£ 25.432</b>

**Maximum flexibility:** At the end of the rental period you can return the equipment without penalty, extend the period on a yearly basis or purchase the equipment.

Residual value (RV)	£ 753	£ 753	£ 37.600
Purchase price (Rents + RV)	£ 79.514	£ 83.424	£ 88.500

<sup>(1)</sup> Classic leasing simulation based on 5% annual interest rate

Evolving rental is subject to financial approval  
Rates, prices and photo are non-contractual.

With this solution, you will benefit from a lower rent than with traditional leasing over a longer period (eg 48 months), while preserving flexibility for future changes in your requirements!

### Ideal to:

- ⇒ reduce the commitment period and the cost of use compared to a 48 months classic leasing
- ⇒ manage evolving needs without increasing the cost of possession
- ⇒ outsource the risk and optimise productivity

### Key Points

- ☑ Ideal duration for a strategic and optimised financing
- ☑ Residual value up to 35%
- ☑ Lower equity than a 4 year leasing plan

### Price example

Type of Equipment: Agilent Technologies automated liquid handling platform (G5409A)

**Net value: £ 56.000**  
including installation and familiarisation



	Classic Leasing <sup>(1)</sup>		Evolving rental
	36 months	48 months	36 months
Number of quarters	12	16	12
Quarterly equity	£ 5.004	£ 3.845	£ 3.403
<b>Total financial commitment</b>	<b>£ 60.048</b>	<b>£ 61.520</b>	<b>£ 40.836</b>
<b>Annual cost</b>	<b>£ 20.016</b>	<b>£ 15.380</b>	<b>£ 13.612</b>

**Maximum flexibility:** At the end of the rental period you can return the equipment without penalty, extend the period on a yearly basis or purchase the equipment.

Residual value (RV)	£ 560	£ 560	£ 19.600
Purchase price (Rents + RV)	£ 60.608	£ 62.080	£ 60.436

<sup>(1)</sup> Classic leasing simulation based on 5% annual interest rate

Evolving rental is subject to financial approval  
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Compared to credit loan or outright capital purchase, leasing is an attractive solution to outsource your asset management.

### Ideal to:

- ⇒ preserve capital and optimise financial ratios
- ⇒ simplify your asset management and keep your budget under control
- ⇒ rent before outright capital purchase
- ⇒ choose your accounting treatment between financial or operating lease (IFRS/IAS17 rules)
- ⇒ shorten your commitment from 60 to 48 months with the same possession cost (RV up to 20%)

### Key Points

- ☑ 100% financing and off balance sheet
- ☑ Services may be included
- ☑ Option to purchase
- ☑ Option to extend the period
- ☑ A single contact for the whole process

### Price example

Type of Equipment: Agilent Technologies Genomic Platform including

- Bioanalyzer
- Real-Time PCR
- DNA microarray scanner

**Net value: £ 100.415**  
including installation and familiarisation



	48 months Leasing		60 months Leasing	
	Classic <sup>(1)</sup>	Bios Analytique	Classic <sup>(1)</sup>	Bios Analytique
Number of quarters	16	16	20	20
Quarterly equity	£ 6.894	£ 6.032	£ 5.649	£ 5.296
<b>Total financial commitment</b>	<b>£ 110.301</b>	<b>£ 96.154</b>	<b>£ 112.972</b>	<b>£ 105.911</b>
<b>Annual cost</b>	<b>£ 27.576</b>	<b>£ 24.128</b>	<b>£ 22.596</b>	<b>£ 21.184</b>
Residual value (RV)	£ 1.004	£ 12.050	£ 1.004	£ 5.021
<b>Purchase price (Rents + RV)</b>	<b>£ 111.305</b>	<b>£ 108.563</b>	<b>£ 113.976</b>	<b>£ 110.932</b>

You keep complete flexibility as you can:

- return the equipment without penalty at the end of the lease period
- extend the duration on a yearly basis.
- purchase the equipment (details on request).

<sup>(1)</sup> Classic leasing simulation based on 5% annual interest rate  
Bios Analytique leasing is subject to financial approval - Rates, prices and photo are non-contractual.

Get an instrument for free  
in return for a 1 to 5 years “Reagent Rental” contract!



### Your Advantages

- ☑ No investment budget needed
- ☑ Instrument loaned during the contract period
- ☑ Full Agilent Technologies warranty included
- ☑ Monthly delivery of reagents at no charge
- ☑ Flexible invoicing on request

The table below shows:

- ⇒ the instruments covered by this specific program
- ⇒ the minimum monthly amount of reagents to be ordered

Commitment period Reagents for	Minimum monthly amount of reagents				
	12 months	24 months	36 months	48 months	60 months
• qPCR Mx3000 (ref 401406)	£ 2.500	£ 1.800	£ 1.650	£ 1.500	£ 1.400
• qPCR Mx3005 (ref 401457)	£ 2.500	£ 1.850	£ 1.700	£ 1.550	£ 1.450
• Bioanalyzer (ref G2940CA)	£ 1.750	£ 1.300	£ 1.200	£ 1.100	£ 1.000
• Microarrays Scanner (ref G2565CA)	£ 11.600	£ 7.600	£ 7.300	£ 6.500	£ 5.300

# Price example overview

(continued on next page)

Net value of the equipment: £ 50.000

Duration	24 months	36 months
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Quarterly equity <sup>(1)</sup>	Bios Analytique	£ 4.251	£ 3.291
	Classic financing	£ 6.541	£ 4.468

Financial commitment	Bios Analytique	£ 34.008	£ 39.492
	Classic financing	£ 52.328	£ 53.616

Annual cost	Bios Analytique	£ 17.004	£ 13.164
	Classic financing	£ 26.164	£ 17.872

Cost saving Classic financing / Bios	Annual	£ 9.160	£ 4.708
	Total	£ 18.320	£ 14.124

	Residual value (if purchased at the end of the contract)	
Bios Analytique	£ 20.000	£ 15.750
Classic financing	£ 500	£ 500

<sup>(1)</sup> Classic leasing simulation based on 5% annual interest rate  
Bios Analytique Evolving Rental or Leasing is subject to financial approval.  
Rates and prices are non-contractual.

Net value of the equipment: £ 50.000

48 months	60 months	Duration	
£ 3.295	£ 2.746	Bios Analytique	Quarterly equity <sup>(1)</sup>
£ 3.433	£ 2.813	Classic financing	

£ 52.720	£ 54.920	Bios Analytique	Financial commitment
£ 54.928	£ 56.260	Classic financing	

£ 13.180	£ 10.984	Bios Analytique	Annual cost
£ 13.732	£ 11.252	Classic financing	

£ 552	£ 268	Annual	Cost saving Classic financing / Bios
£ 2.208	£ 1.340	Total	

Residual value (if purchased at the end of the contract)		
£ 2.500	£ 500	Bios Analytique
£ 500	£ 500	Classic financing

Contract duration	Bios Analytique's Buyout Option (BO)			
	BO after 12 months	BO after 24 months	BO after 36 months	BO after 48 months
48 months	£ 43.000	£ 32.500	€ 15.325	<del>£ 15.500</del>
60 months	£ 45.000	£ 36.500	£ 26.250	£ 15.500

<sup>(1)</sup> Classic leasing simulation based on 5% annual interest rate  
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Bios Analytique is a European partner of Agilent Technologies

You can also contact your local Agilent's sales representative for further information on products and rental solutions.



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