

## Academic Funding Solutions

### Access the Latest Waters Technology for Your Lab with Affordable Payment Options

Leading edge technology is a critical component to attracting the funding and talent needed to grow your lab. Lab Directors are challenged with accessing equipment in an environment of constricted capital budgets, complex approvals, grant restrictions and funding commitment uncertainty. Waters Capital can provide full-service solutions to help you access and manage the technology that you need with creative payment options.

Your objective is to acquire the technologies best suited to your laboratory's needs.

Waters offers a comprehensive product portfolio that will enable you to optimize your decisions. Select HPLC, UHPLC or UPLC separations systems. Extend detection capabilities to include tandem quadrupole or TOF mass spectrometry. Ensure your data is converted into useful information from a choice of informatics applications. Complete your systems with chemistry consumables specific to your applications. And be assured of Waters support services, including extended instrument warranties, on-line learning, and telephone support.



#### FINANCING OPTION EXAMPLE:

##### Technology Refresh

Keep your options open and stay up to date with critical Mass Spectrometry technology that continues to evolve with more robust systems and greater sensitivity. Flexible upgrade options are key to managing evolving technology.

##### Example: University Research Lab/Fair Market Value Lease:

Product:	Microflow LC/MS System equipped with ACQUITY™ UPLC™ M-Class, Xevo™ TQ-XS Tandem Quad MS and Integrated Microfluidic Tile-based ionKey™, Installation, 2 Year Extended Warranty
36 Payments @:	\$12,560/mo.
End of term options:	Return the system, upgrade to latest technology, or purchase for FMV.*
	<i>*Fair Market Value to be determined at the end of the lease term.</i>

##### Bridge to Budget

Address capital budget shortfalls with a short term financing solution that gives you access to the equipment you need today.

##### Academic Rental Program

Validate and test new equipment with low risk and low commitment. Flexible options allow you to return, purchase, or lease the equipment at the end of the term to address future funding commitments.

Don't allow budget challenges or aging technology to slow you down. Waters is committed to partnering with your institution to ensure that you are optimizing your budget while planning for the future. The above example is only one way that Waters can help, so please don't hesitate to contact us to discuss other creative payment options to assist you in acquiring the technology you need today.

For more information regarding these financing options and others, please contact:

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508-482-8206

**BUSINESS NAME:** \_\_\_\_\_ **TAX ID #:** \_\_\_\_\_

Address: \_\_\_\_\_  
Billing Address: \_\_\_\_\_  
Contact Person: \_\_\_\_\_ Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
Type of Business(check one): Proprietorship: \_\_\_\_\_ Corporation: \_\_\_\_\_ LLC: \_\_\_\_\_  
Years in Business: \_\_\_\_\_

**BANK INFORMATION:**

Bank Name: \_\_\_\_\_ Account Officer Name: \_\_\_\_\_ Phone #: \_\_\_\_\_  
Guarantor Information: (if applicable) \_\_\_\_\_

**GUARANTOR INFORMATION: (if applicable)**

Guarantor Name #1: \_\_\_\_\_ Social Security #: \_\_\_\_\_  
Home Address: \_\_\_\_\_ Phone #: \_\_\_\_\_  
Percentage of Ownership: \_\_\_\_\_  
Guarantor Name #2: \_\_\_\_\_ Social Security #: \_\_\_\_\_  
Home Address: \_\_\_\_\_ Phone #: \_\_\_\_\_  
Percentage of Ownership: \_\_\_\_\_

**LEASE INFORMATION:**

Total Amount Requested: \_\_\_\_\_ Equipment Description or Quote #: \_\_\_\_\_  
Sales Representative Name: \_\_\_\_\_  
Term of Financing in Months: \_\_\_\_\_  
End of Lease Purchase Option (Check One): Fair Market Value: \_\_\_\_\_ \$1 Out: \_\_\_\_\_ Fixed Purchase Option: \_\_\_\_\_

You, the "Applicant" (Which term includes the above business entity as well as the undersigned individual(s)), certify to us that the Applicant is applying for credit for business reasons, and not for personal, family or household purposes. Waters Corporation and/or its assigns ("Lessor"), or its designees, is authorized to obtain information from others concerning Applicant's credit and trade standing and other relevant information impacting this Application and provide to others information about its transaction and experiences with Applicant. Lessor may obtain credit reports, including consumer credit reports, in connection with the Application, and at Applicant's request will tell Applicant whether a credit report was obtained and, if so, the name and address of the reporting agency which provided it. Applicant represents that it has reviewed this document and the information herein is true, correct and complete. Applicant has a right to a statement of the specific reasons a request for credit has been declined. To request this information, contact Lessor within (60) days of receiving a notice of decline. Lessor will provide Applicant specific reasons within thirty (30) days after Applicant's request.

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Signature: \_\_\_\_\_ Title: \_\_\_\_\_ Date: \_\_\_\_\_

**E-mail or fax your completed application to:**

**Alex Johnson**

**Ph: 508-482-2307 Fax: 508-482-8489 Email: Alex\_Johnson@Waters.com**