

## Clinical Funding Solutions

### Modernize Your Lab and Manage Your Costs

Clinical laboratories are challenged by declining reimbursement rates, increased regulatory requirements, and the need to optimize equipment uptime in order to be successful. Access to the latest technology is a critical component to growing your business in this competitive market. Waters Capital can help you manage costs and cash flow while accessing the equipment that provides the sensitivity and throughput that you need to meet your business and scientific goals.

Your objective is to acquire the technologies best suited to your laboratory's needs. Waters offers a comprehensive IVD LC-MS/MS product portfolio that will enable you to optimize your decisions. 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:

##### Capital Financing

Finance new equipment with an affordable repayment plan that allows access to the equipment you need while maintaining the cash flow in your business.

##### Example: Regional Toxicology Testing Lab/ Finance Lease:

Product: ACQUITY™ UPLC I-Class / Xevo™ TQD IVD System  
60 Payments @: \$5,335/mo.

*Own the equipment outright at the end of the term.  
Payments start after equipment installation.*

##### Technology Refresh

Maintain the latest technology in your lab to maximize performance and versatility and ensure the greatest sample volume. Leasing solutions with flexible upgrade options are key to managing evolving technology.

##### Managed Equipment Service Plan

Pay a monthly service fee which includes the use and maintenance of the equipment over a fixed term of 3 to 7 years. At the end of the initial term, upgrade the equipment or renew the contract to ensure consistent performance in your lab.

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:

Alex Johnson:  
[alex\\_johnson@waters.com](mailto:alex_johnson@waters.com)  
508-482-2307

Jonathan Bennett  
[jonathan\\_bennett@waters.com](mailto:jonathan_bennett@waters.com)  
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.

NOTICE: THE FEDERAL EQUAL CREDIT OPPORTUNITY ACT PROHIBITS CREDITORS FROM DISCRIMINATING AGAINST CREDIT APPLICANTS ON THE BASIS OF RACE, COLOR, RELIGION, NATIONAL ORIGIN, SEX, MARTIAL STATUS, AGE (PROVIDED THE APPLICANT HAS THE CAPACITY TO ENTER INTO A BINDING CONTRACT); BECAUSE ALL OR PART OF THE APPLICANT'S INCOME DERIVES FROM ANY PUBLIC ASSISTANCE PROGRAM; OR BECAUSE THE APPLICANT HAS IN GOOD FAITH EXERCISED ANY RIGHT UNDER THE CONSUMER CREDIT PROTECTION ACT. THE FEDERAL AGENCY THAT ADMINISTERS COMPLIANCE WITH THIS LAW CONCERNING THIS CREDITOR IS THE FEDERAL TRADE COMMISSION, EQUAL CREDIT OPPORTUNITY, WASHINGTON, D.C. 20580.

APPLICANT HEREBY AUTHORIZES LESSOR OR ANY CREDIT BUREAU OR OTHER INVESTIGATIVE AGENCY EMPLOYED BY LESSOR TO INVESTIGATE THE REFERENCES HEREIN LISTED OR STATEMENTS OR OTHER DATA OBTAINED FROM APPLICANT OR FROM ANY OTHER PERSON PERTAINING TO APPLICANT'S CREDIT AND FINANCIAL RESPONSIBILITY.

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**