

Revealing Potential



Transform hidden challenges into business opportunity.
We invite you to read how we can help.



KEYSIGHT SERVICES
*Accelerate Technology Adoption.
Lower costs.*

KEYSIGHT SERVICES *Accelerate Technology Adoption. Lower costs.*

Transforming hidden challenges into business opportunity.

It's an issue that all leaders face. One that crosses time zones. And transcends any language barrier. "How can I unlock the hidden potential that lies within my business to accelerate technology adoption and lower costs?" Enter Keysight Services.

Our combination of people, processes and tools will help you stay ahead of the competition. Bring breakthrough ideas to market faster. Keep the line moving error-free. Maximize asset usage. Strengthen measurement science expertise within your workforce. And reduce total cost of ownership across the entire instrument lifecycle from acquisition and optimization to decommission and renewal.

It's more than a new approach. It's a whole new world of potential for your business. Our experts are ready to help with today's rapidly changing technologies—everything from designing reliable 5G network devices to capturing elusive electronic threats—and with a deep focus in Aerospace Defense, Wireless Communications, Automotive, Industrial and Internet of Things, our experts are on the ground—around the world—ready to help you achieve both technical and business results.

Keysight Services includes:

- One-Stop Calibration
- Consulting
- Repair
- Training
- Asset Management
- Product Purchase Alternatives
- Technology Refresh



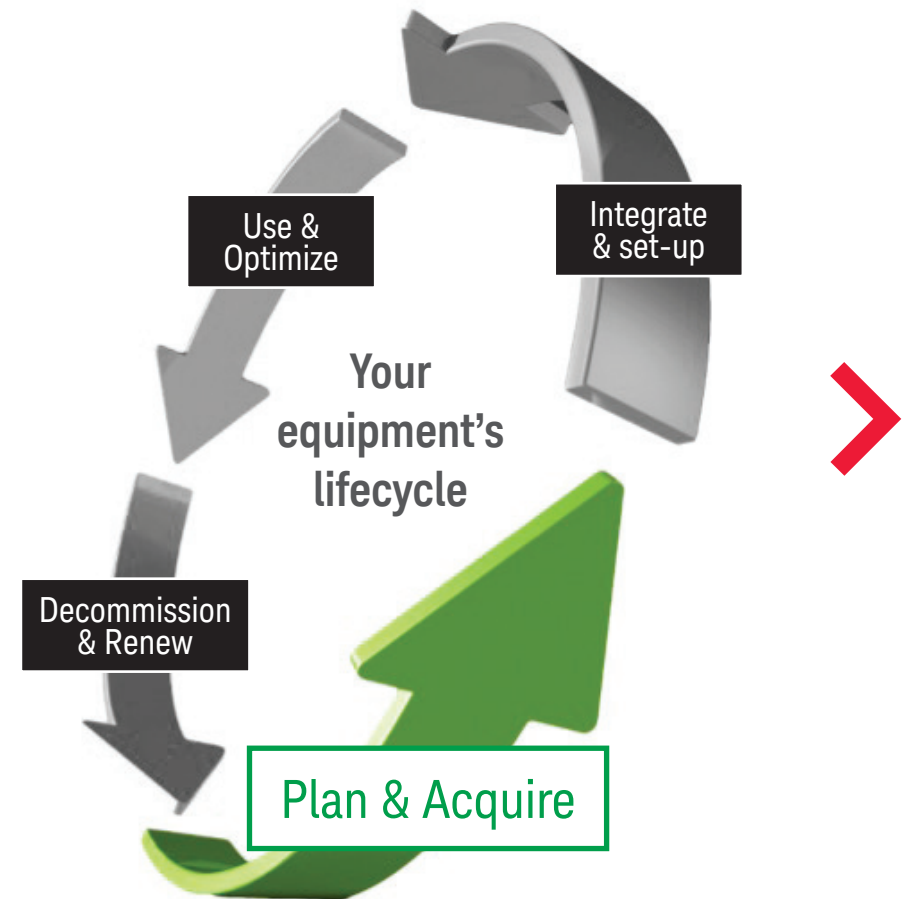
Plan & Acquire Challenges

Our experts are ready to help at any point in your instrument's lifecycle

In this early phase of the lifecycle, there are at least three crucial needs: satisfy the immediate requirements; ensure future flexibility; and control upfront and ongoing costs. Foremost concerns may include keeping pace with evolving standards, staying current and productive with the latest technologies, and achieving shorter design times.

Whether you're embarking on a groundbreaking green-field project or a timely technology refresh, our team can help you find the best combination of benchtop, modular and handheld instruments for your application. By ensuring consistent results across your crucial objectives, Keysight puts you in the strongest position to drive change.

- Remove the constraints of “one size fits all” solutions and select the best test assets, independent of form factor
- Address evolving needs with choices in test that reach from R&D to design validation to manufacturing test
- Gain confidence with fully specified performance that helps you optimize test and meet key objectives



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Plan & Acquire Solutions

Technology Refresh

Maximize asset value. Improve productivity.

To help you stay current with the latest technologies—and gain productivity—our Technology Refresh Program offers you choices to extend and increase the value of your test equipment.

This program includes a wide range of capabilities: upgrade kits and extended service plans; software code-conversion assistance; end-user training; trade-in credits, premium used and new equipment; and migration planning.

- **Extended Service:** Keep older instruments operating at warranted specifications
- **Upgrade Service:** Easily move to higher frequencies and wider bandwidths
- **Keysight Trade-In:** Lower your costs and migrate equipment to the latest technology

Product Purchase Alternatives

Keysight Quality. Lower Costs.

To help you save money with flexible financing and high quality like-new Premium Used equipment

- Trade your underutilized and outdated test equipment for credit
- Experience choices on purchasing instruments
- Enjoy flexible purchase alternatives like the Keysight Store on eBay and Keysight Instant Buy

KEYSIGHT SERVICES Accelerate Technology Adoption. Lower costs.

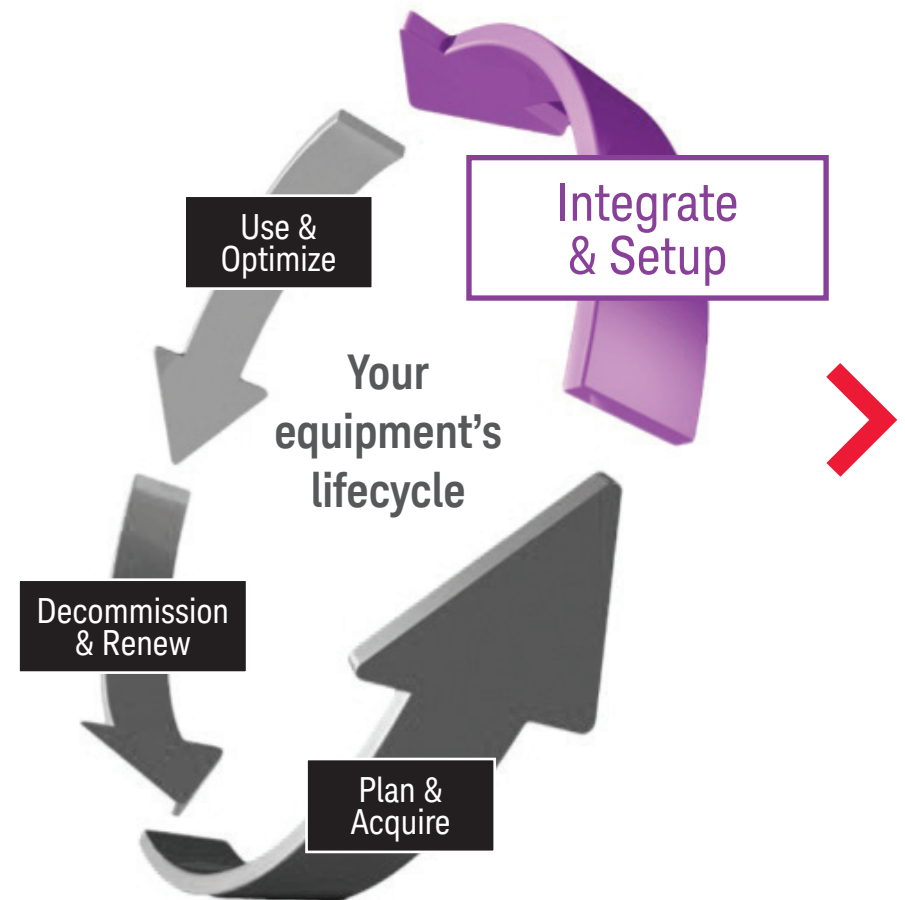
Integrate & Set-up Challenges

Our experts are ready to help you at any point in your instrument's lifecycle

Putting new equipment to work—quickly and effectively—is essential to accelerating time-to-market and being the first to innovate in new technologies. Helping your team get there faster can benefit from services that offset the brain drain of workforce changes, strengthen in-house “measurement science” expertise, and remove obstacles in the transitions from R&D to design validation to manufacturing.

You can ramp up faster by leveraging the knowledge and experience of our global team of professionals—application engineers, process consultants, and more. Help your teams climb the learning curve faster with product and application training, and achieve lower costs with test-optimization consulting.

- Solve tough problems faster by leveraging our expertise in technologies and processes
- Enhance system performance with proven methods that streamline test strategies and processes
- Engage with training teams that provide crucial depth in many areas of measurement science



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Integrate & Set-up Solutions

Training

Build new skills. Extract more value.

When you engage with Keysight experts, they can help you bridge the knowledge gap in measurement science. Through online and in-person training, we enable your teams to master skills and optimize the use of their Keysight test equipment and software.

- Onboard new engineers with training on technology fundamentals and instrument operation
- Access a comprehensive portfolio of online training courses
- Utilize modular materials that focus on developing expertise in specific instruments, technologies or processes

Consulting

Accelerate time-to-market. Mitigate risk.

Enhance both your strategic and technical challenges by engaging with our advisory and technical experts. We can help you engineer solutions to tough test problems and evaluate test planning strategies across your lifecycle.

- Accelerate system integration and set-up with in-depth expertise in applications, operations and technologies
- Enhance operational efficiency with test process analysis consulting
- Put instruments and software to use faster with start-up assistance
- Get assistance with legacy hardware migration and software code conversion

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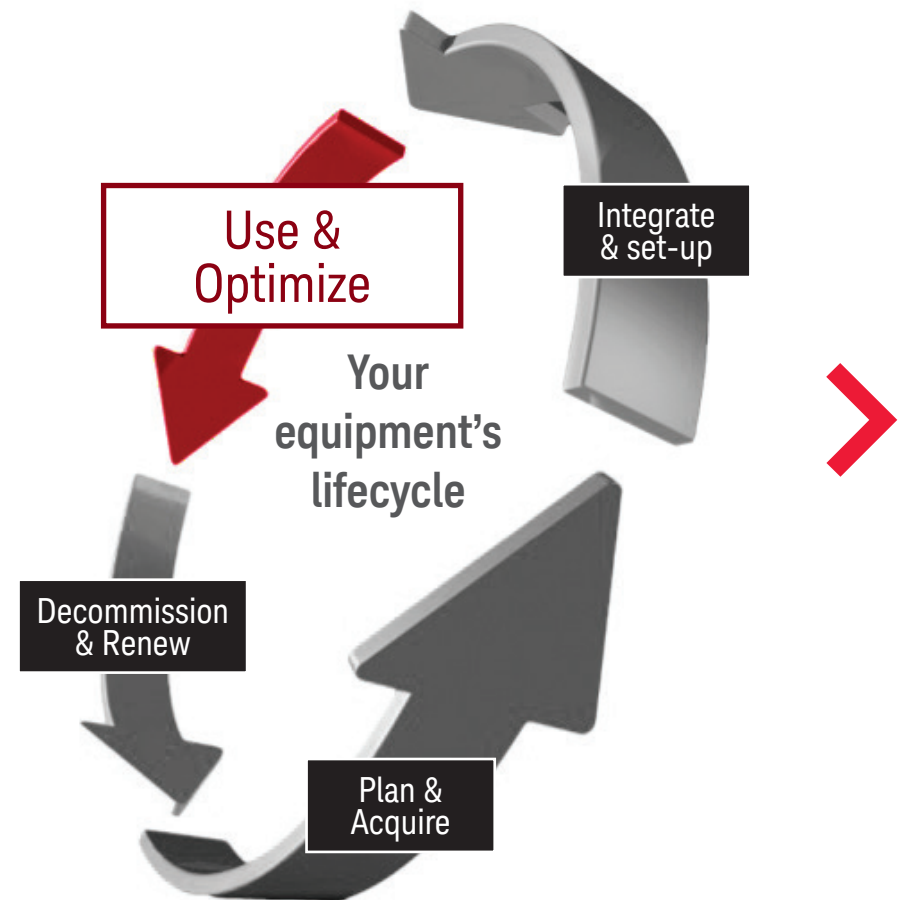
Use & Optimize Challenges

Our experts are ready to help you at any point in your instrument's lifecycle

Your instrument pool is an important set of assets, and a few common challenges can affect their utility and value. For example, tracking and managing instruments across geographically dispersed operations can be difficult—and poor visibility can prevent an engineer from getting the right tool at the right time. When status isn't closely monitored, equipment is less likely to perform as specified.

Keysight can help you improve utility, optimization and productivity through Asset Management, One-Stop Calibration Services and Repair Services. Our breadth of capabilities helps you reduce the complexity that comes with managing multiple service-vendor relationships. Foremost, we can help you find new ways to reduce costs.

- Track and control assets across locations and programs
- Get better results with one-stop accredited calibration on most devices and brands
- Return faulty instruments to like-new condition with automated diagnostics and genuine parts



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Use & Optimize Solutions

Asset Management

Reduce cost of ownership. Increase uptime.

- Reduce total cost of ownership by tracking warranties, contracts, rentals and maintenance
- Use free Infoline tools to easily track and manage Keysight hardware, software and systems
- Upgrade to Infoline IM asset-tracking software and optimize asset usage

Keysight One-Stop Calibration Services

Get better results. Simply.

- Achieve economies of scale with a single qualified vendor who calibrates all your electrical, physical, dimensional and optical instruments
- Accredited calibration for electrical, physical, dimensional and optical test assets ¹
- Get faster turnaround-time, whether you send to us or we come to you
- Avoid financial surprises with fixed-price agreements

Repair Services

Like-new and right the first time. Worldwide.

- Maintain cost efficiency with precisely restored instruments
- Experience excellent online and phone assistance
- Save up to 60% with repair agreements

1. Multi-brand calibration capabilities vary by region. Please contact your Keysight representative for local specifics.



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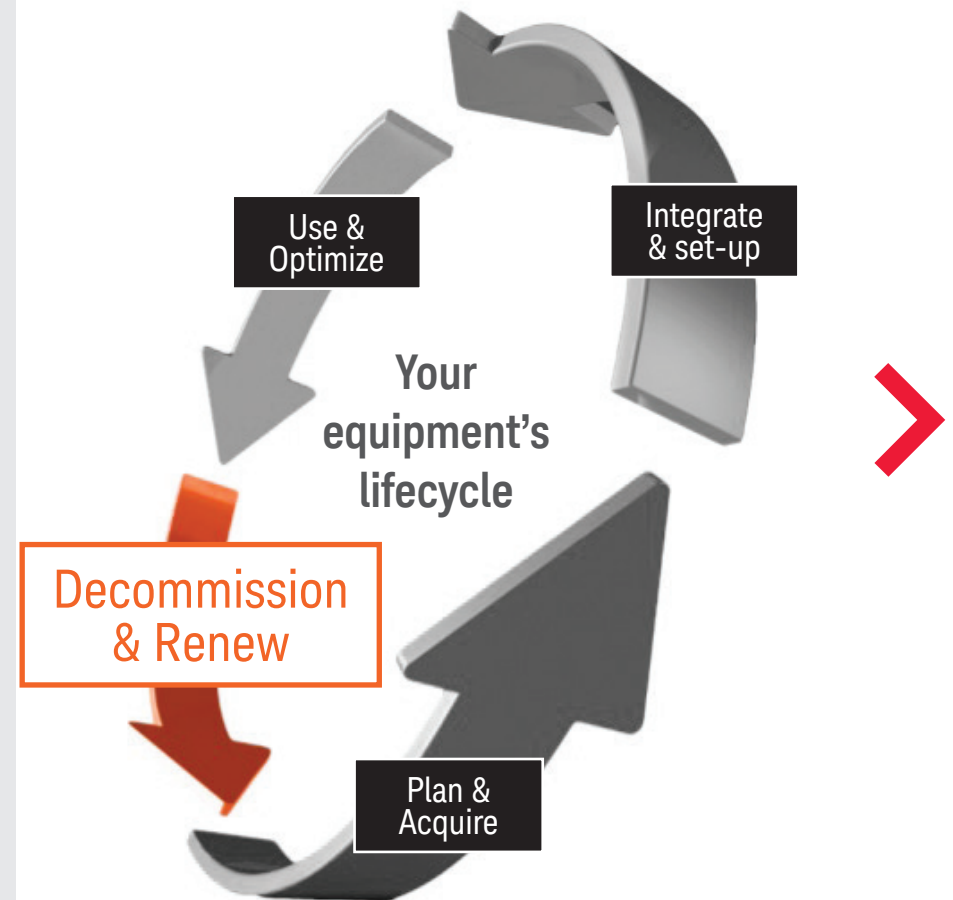
Decommission & Renew Challenges

Our experts are ready to help you at any point in your instrument's lifecycle

Once your test system is up and running, you need confidence that it will keep going. This may be as fundamental as staying current and productive with the latest technologies. It may include the need to maintain instruments that are no longer being manufactured. In aerospace and defense, it means keeping long-term programs running for 10 years or longer.

Programs such as Technology Refresh and Product Purchase Alternatives demonstrate our commitment to help your company manage costs and maximize the value of your Keysight assets. We'll work with you to tailor solutions that keep your long-term programs running until you're ready to make the transition to new or newer equipment.

- Extend the life of your existing legacy test equipment and maximize its value
- Count on Keysight expertise to help you make a seamless shift to new technology
- Lower your costs with Keysight Premium Used, Keysight Trade-In credits, and other alternatives



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Decommission & Renew Solutions

Technology Refresh

Maximize asset value. Improve productivity.

As needs change, we can help you find new ways to affordably maximize asset utilization and transition to the latest technology. Whether you choose to extend, upgrade or migrate your existing instruments or test systems, we enable you to evolve more easily.

- Extend the life of your existing legacy test equipment
- Stay current with the latest technologies through upgrades or migration programs
- Save money with trade-in credits toward new or “like-new” refurbished equipment

Product Purchase Alternatives

Keysight quality. Lower costs.

There's more than one way to equip your teams with Keysight instruments. We offer top-quality equipment at a lower cost through alternative means to provide you budget flexibility.

- Save money with high quality, Keysight Premium Used equipment, and get “like-new” performance and warranty
- Trade your underutilized and outdated test equipment for credits towards eligible new Keysight instruments
- Enjoy flexible purchasing, 24x7, at the Keysight Store on eBay
- Finance your purchase at 0% interest over 12 or 18 months with Keysight Instant Buy *

* Keysight Instant Buy available in Canada, France, Germany, UK and US

KEYSIGHT SERVICES Accelerate Technology Adoption. Lower costs.

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Our portfolio of services will help you achieve business results tomorrow.

And sleep better tonight.

Keysight Services has assembled an industry-leading array of people, processes, and tools focused on helping you implement new technologies and engineer improved processes that lower costs.

Keysight Services will help you:

- Bring breakthrough ideas to market faster
- Keep the line moving error-free
- Manage test equipment maintenance and compliance
- Strengthen measurement science expertise within your workforce
- Reduce cost throughout your entire instrument's life cycle

Our portfolio includes:

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Global reach and consistency across our broad portfolio

Calibration One-Stop Services

Get better results. Fast turnaround-time.

- Accredited calibration on most measurement devices, any brand
- Over 450,000 calibrations performed annually through consistent service network
- Achieve economies of scale

www.keysight.com/find/calibration

Calibration accreditation

Deep Expertise. Global relationships.

- Experts in the science of electrical and physical dimensional measurements
- Accredited with 18 accreditation bodies in 20 countries:
 - A2LA, ANAB, CGCRE, CNAS, COFRAC, ENAC, ISRAC, JCSS, KOLAS, NABL, NATA, ROSAKKREDITATSIYA, SAC, SAMM, SANAS, TAF, TURKAS, UKAS

www.keysight.com/find/accreditation

Calibration Standards Lab

Small measurement uncertainty. Greatest confidence.

- Depend on accurate measurements based on very low measurement uncertainties
- Get documented compliance with ANSI/NCSL Z540.3-2006 and ISO/IEC 17025:2005
- Capabilities now exceed 1000 lab standards (Antennas, Humidity, Wavelength and more)

www.keysight.com/find/StandardsLab

KEYSIGHT SERVICES Accelerate Technology Adoption. Lower costs.

Global reach and consistency across our broad portfolio

Repair Services

Like new & right the first time. Everywhere.

Let us ensure that your instruments are restored to like-new condition: we'll get it right the first time with automated fault-diagnostics, and we use genuine Keysight parts for all repairs. Our highly trained technicians have access to factory experts, verification software, firmware upgrades, and more.

- Rely on fast automated fault diagnosis
- Count on genuine Keysight parts
- Experience component level repair when needed with trained technician and factory service drawings

www.keysight.com/find/repair

Extended Service

Keep programs running. Make it seamless.

- Get continued service for your out-of-production instruments
- Let us tailor a plan to help keep long-term programs running until you are ready for new technology
- Create a custom cost-effective agreement to protect your older and crucial instruments

www.keysight.com/find/ExtendedService

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Technology Refresh Services

Technology Refresh

Keep pace with emerging technology. Maximize test asset value.

Seamlessly transition to the latest test technology. Extend the life of legacy test equipment. Receive trade-in credits toward new equipment.

www.keysight.com/find/TechRefresh

Upgrade Service

Needs change. Evolve more easily.

- Enhance functionality of existing hardware
- Save money compared to purchasing new equipment
- Retain full compatibility, installed options and applications

www.keysight.com/find/UpgradeService

Extended Service

Keep programs running. Make it seamless.

- Keep older “legacy” instruments operating to warranted specifications
- Extend and upgrade your instruments affordably
- Migrate to newer technology with new or refurbished instruments

www.keysight.com/find/ExtendedService

Keysight Trade-In

Trade-In. Trade up. Lower your costs.

- Trade your under-utilized instruments for credit
- Save 20-50% on a new instrument
- Migrate to the latest technology, sooner

www.keysight.com/find/trade

KEYSIGHT SERVICES Accelerate Technology Adoption. Lower costs.

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Asset Management

Asset Management

Reduce cost of ownership. Increase uptime.

Ensure that your teams and test systems have the right instruments, fully calibrated and delivering accurate results. We can help you track and control assets across locations with services such as loan pooling, asset sharing, usage-cost monitoring, identification and disposition of under-utilized assets.

- Enhance productivity in R&D and increase uptime in manufacturing
- Identify underutilized assets and avoid unnecessary capital expenses
- Improve efficiency with sharing assets in loan pools

www.keysight.com/find/AssetManagement

Infoline

Manage assets. Coordinate maintenance.

- Get free 24x7 access to a personalized and secure view of your instruments
- Analyze records with search, sort and filters quickly
- Access calibration documents, software updates, contracts & email subscriptions

www.keysight.com/find/infoline

Infoline IM tracking software

Decrease costs. Reliably & Securely.

- Link inventory and asset information across teams
- Share underutilized assets across teams
- Stay ahead of required maintenance with automated notification

www.keysight.com/find/infolineIM

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Consulting Services

Consulting

Augment your team. Enhance your advantage.

- Reduce business complexity and risk
- Leverage our commitment to quality
- Ask about our test process, code compatibility, test optimization and total cost of ownership consulting

www.keysight.com/find/consulting

Advisory Consulting

Strategic planning in solution design and implementation

- Benchmarking
- Roadmap planning
- Product lifecycle strategy
- Metrology planning

Technical Consulting

Test engineering services in test design and execution

- Test process analysis
- Test optimization consulting
- Legacy hardware migration and software code conversion

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Training Services

Training

Build new skills. Extract more value.

- Achieve the technical mastery needed to optimize the use of Keysight instruments
- Enhance technical proficiency of engineering fundamentals
- Experience scheduled classroom or eLearning training

www.keysight.com/find/training

eLearning RF & MW Fundamentals

Ensure measurements are accurate. Get up to speed faster.

- Implement new technologies faster
- Experience hands-on simulations and exercises
- Go at your own pace per the eLearning modules you need
- Get a strong foundation of RF & MW basic measurement and simulation techniques

www.keysight.com/find/rffundamentals



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Product Purchase Alternatives

Purchase Alternatives

Lower Costs. Keysight Quality.

Save money. Trade-in underutilized and outdated test equipment for credit. Enjoy choices on purchasing instruments.

www.keysight.com/find/PurchaseAlternatives

Keysight Premium Used

Like new. For less.

100% Keysight quality.

- Save 20-50%
- Comprehensive refurbishment
- Standard 3-year warranty

www.keysight.com/find/PremiumUsed

Keysight Trade-In

Trade-In. Trade up.

Lower your costs.

- Save up to 50% on a new instrument
- Migrate to the latest technology, sooner
- Enhance your competitive edge

www.keysight.com/find/trade

Keysight Store on eBay

Reduce cost of test.

OEM refurbished instruments.

- Shop online, 24/7, hassle free
- Directly from Keysight
- Attractive Keysight Used and Premium Used offers

Stores.ebay.com/keysight

Keysight Instant Buy

Get the right equipment.

Right now. At 0% interest.

- Manage cash flow with monthly payments
- Enhance competitiveness
- Choose from select instruments

www.keysight.com/find/InstantBuy



Flexible Service Delivery

We partner with you to create the best plan

Onsite Calibration

Minimize downtime. We'll come to you.

- Plan service around your production & maintenance schedules
- Reduce downtime to hours
- Avoid the expense of equipment rentals or spares purchases
- Get Keysight-quality calibration from a range of manufacturers in a single visit

Onsite Resident Professional

In-house expertise. Greater uptime.

- Enhance the availability of your crucial instruments with a fulltime onsite professional.
- Let us manage and perform instrument calibration at your facility
- Ensure instruments operate to warranted specifications with our automated software

Uptime Service

Reduce unscheduled downtime. Plan with loaners.

- Engage us to create a plan to ensure critical test systems are operational
- Manage calibration and repair to ensure assets are producing good results
- Swap loaners for downed assets and return test system to operational fast



Flexible Service Delivery

Onsite Service for large or complex systems

Rapid turnaround. Least disruption.

- Engage us for service of large, delicate instruments like network analyzers or ParBERTs
- Get turnaround time in hours for one or multiple instruments
- Avoid logistical difficulties and shipping damage
- Reduce delays of removing sensitive data with technicians cleared to work in secure areas

Return-to-Keysight

Send to us. Get predictable turnaround.

- Send your equipment to us for top-quality calibration and repair services with predictable turnaround times
- Get Keysight-quality calibration service on electronic, physical, dimensional, optical and mechanical equipment
- Ensure the ongoing accuracy and availability of your instruments with calibration
- Restore broken equipment with automatic fault detection, factory parts, adjustments with Keysight Repair

Local Pick Up

Next-day response. Hassle-free return.

- Experience free next-day pickup service in countries where available
- Get the convenience of pickup and courier-based return delivery
- **Save money:** we manage pickup and logistics



Unlocking measurement insight since 1939.

We have been the electronic measurement business of Hewlett-Packard and Agilent Technologies, and now we are Keysight Technologies. Since 1939, the bedrock of our approach has been a commitment to measurement integrity. We help customers bring breakthrough electronic products to market faster and at a lower cost.

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Keysight Services can help from acquisition and integration to optimization and renewal of your instrument's lifecycle. Our comprehensive service offering helps you maximize asset usage, streamline engineering operations and reduce risk.

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Contact an expert today.

www.keysight.com/find/services



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