**QUESTIONS TO PONDER:**

**Please look through all evidence closely and note how you came to your decision.**

**Q1. Do we purchase Refurbished Agilent 1100 or New Agilent 1260?**

XG: I prefer to go with new agilent 1260.

If **Refurbished Agilent 1100**, please look at spread sheet.

**Q2**. If we purchase refurbished, do we purchase from Agilent Technologies or Cambridge Scientific Products?

-Look at Price each company has quoted and compare the listed difference

-Please note your opinion on which to purchase and reason

*Agilent Technologies Refurbished 1100:* cost $31,094.40

*Cambridge Scientific Refurbished 1100:* cost $17,200.00

Difference in Price: $13,894.4

**Q3**. Question: Do you justify Agilent Technology charging $14,000 more?

If **New Agilent 1260**, please look at Quotation sent by Agilent Technologies.

-Please look at prices and all offered information

-Please note your opinion on why we need the Product/services

*Agilent 1260:* cost $40,712.33

*Agilent Refurbished 1100*: cost $31,094.40

Difference in Price: $9,617.93

**Q4**. Question: Is Agilent Technology justified in charge $9,000 more for new equipment.

XG: Yes.

* Good price comparing to refurbished 1100
* Newer model
* Better maintenance and technical services
  + We need services because
    - HPLC is dedicated/precise equipment, easy to have problem here or there
    - Get quick hands on experience with Tech support from company