

## A Better Replacement Solution Than “Buy When it Breaks”

### SEE HOW CRANEL

- ✔ Simplifies Replacement
- ✔ Reduces Expenses

- Service Contract covers 100% of your scanning equipment
- Next business day replacement vs. three or more days to buy and receive new equipment
- We manage everything—one call, no paperwork, no approvals, no expediting
- Asset tracking for your entire scanner fleet—quantities, locations, serial numbers
- Fixed operating budget vs. variable capital expenditures

#### NO HASSLES

When our Customer Support Center receives a call, we execute phone triaging, as much or as little as you wish, prior to sending a replacement unit. There is no additional documentation to sign and fax back, resulting in no lost time and no hassles.

#### QUICK TURNAROUND

Cranel Advance Exchange is a true next day service that provides you with a certified working scanner by the next business day. Purchasing a new scanner may take several days after paperwork, approvals, order processing and delivery time.

#### EXPERIENCE

Cranel has been providing Advance Exchange service since 1992. Our expert technicians have more than 28 years of combined experience handling thousands of support calls annually. They are up-to-date on the latest technologies.

## “CRANEL ADVANCE EXCHANGE” VS. “BUY IT WHEN IT BREAKS”

Business Need	“Cranel Advance Exchange”	“Buy it When it Breaks”	Winner
Points of Contact	Single Contact	IT/HIM, Procurement, Hardware Supplier	Cranel
Delivery Time	Next Business Day	3+ Days	Cranel
Costs	Service Contract	Hardware, Administrative Downtime, Rush Delivery	Cranel
Budget	Fixed Operating	Variable Capital	Cranel

Call Your Cranel Service Representative at 800.288.3475 for More Information