Wednesday, August 28, 2019 | 10:30 AM – 12:00 PM

LL-4: Test Equipment Acquisition Options – How to Get the Most for Your Time and Money
Scott Wrinkle and Allen Todd, TRS-RenTelco

Abstract:
In this learning lab, the discussion will focus on different acquisition strategies for sourcing electronic Test & Measurement Equipment. The discussion will focus on utilizing both operating and capital budgets along with understanding (T&ME) total cost of ownership when sourcing equipment over its lifetime.

As part of the learning lab, an interactive decision tree will be provided and reviewed with participants to determine optimal acquisition options. These options include buying new, used, finance leases, operating leases, renting and rent to own. The pros and cons of each program will be reviewed along with case studies.

Learning Objectives:
1. Participant will match acquisition strategy to the organizations budgetary and project goals. This will also help expedite the approval process.
2. Understand the total cost of owning the equipment over the life and disposal of the equipment.
3. How to mitigate obsolescence when sourcing test equipment.

Instructor Curriculum Vitae (CV):
Scott Wrinkle is the Regional Director of Sales for TRS-RenTelco, supporting customers in the Western US, Taiwan and SE Asia. We help companies protect operating and expense budget and time sourcing test & measurement equipment thru rentals, leases and the selling of quality used equipment. As a leader in the industry, TRS-RenTelco focuses on availability, response and execution. We know the importance of our customer’s time and testing needs and work every day to support this. Scott has worked in the T&M industry for 23 years, supporting many customers throughout the world. He has had the opportunity to work with both Start-ups and many well-known technology companies through multiple equipment cycles, helping to develop global programs to bring down Total Cost of Ownership (TCO). For this session, we would like to help organizations think about the impact of different acquisition strategies beyond satisfying the immediate need for testing.
Allen Todd has been the Quality Manager at TRS RenTelco for five (5) years, overseeing Quality and Metrology. Allen’s focus is to ensure TRS consistently provides Quality Products and Services by improving internal capabilities and ensuring compliance with applicable industry standards. Allen has been in the Test and Measurement industry for 42 years in various technical and leadership roles. Prior to his 5 years at TRS-RenTelco, he was at Fluke Corporation for nineteen (19) years managing service at various levels from individual service center to service for North America, spent ten (10) years managing third party service labs, including start-ups, and served 8 years in PMEL in the U.S. Air Force.

During his post military experience Allen’s focus has been on meeting customer requirements, complying with industry standards, and meeting financial objectives while focusing on quality, delivery and cost. Implementing lean processes has provided considerable experience improving capabilities and capacity while minimizing cost. This included managing lab standards procurement through direct purchase, rental and lease channels. The focus of our session is to provide information to help organizations manage the process of meeting equipment needs through different acquisition strategies.