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*Retrotel is an Independent Distributor of  
Remanufactured Nortel Equipment*

### **SO WHAT DOES THE TERM “REMANUFACTURED” MEAN?**

These are pre-owned products that have been returned to inventory for a variety of reasons and then put through a rigorous remanufacturing process to bring them back to "same as new" condition and performance. In general terms, remanufactured could also be referred to as remarketed, like new, or refurbished. Retrotel offers remanufactured Nortel products including telephones, circuit cards and switches.

### **WHERE DOES PRE-OWNED EQUIPMENT COME FROM?**

Retrotel is an expert in the pre-owned equipment field and the products we buy originate from a variety of sources, including:

**LEASING COMPANIES** - For many businesses leasing is more beneficial than purchasing and at the end of the lease, typically three to five years, the equipment is not purchased and becomes available.

**FACTORY OR RESELLER OVERSTOCKS** - Items are returned by the seller to make room for newer product lines.

**BUSINESS LIQUIDATIONS** - According to statistics published by bizrate.com, over a three year period the failure rate for start up companies exceeds 30%. Many are well financed ventures that purchase state of the art equipment which is no longer needed.

**TRADE-IN PROGRAMS** - Companies that change platforms or purchase larger systems are often times offered a trade-in on their current equipment.

**CORPORATE CONSOLIDATION** - Many times an organization being acquired by another entity changes platforms and/or closes facilities.



800.895.9660 • 760.778.8175 • fax 760.778.8176

1229 S. Gene Autry Trail • Palm Springs, CA 92264 • [www.retrotel.com](http://www.retrotel.com)

TELECOMMUNICATIONS EQUIPMENT



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## **HOW IS PRE-OWNED EQUIPMENT REMANUFACTURED?**

A Retrotel remanufactured product undergoes a rigorous process to completely restore it to original factory condition and performance. Every product in our portfolio is thoroughly tested to ensure that it meets the same stringent standards as new products, and once verified, **gets backed by a full 2-year warranty.**

### **THE PROCESS**

1. Each component is tested to verify that it meets the original manufacturer's specifications;
2. Complete systems are tested and when necessary upgraded to insure full operation;
3. Defective components such as, buttons, speakers, connectors and displays, are replaced;
4. The equipment is cleaned and worn plastic parts plastics are replaced;
5. Final inspection to ensure above steps completed;
6. Packaging according to the most stringent shipping standards to guarantee undamaged delivery to the client's location.

## **WHAT SHOULD I LOOK FOR WHEN I BUY REMANUFACTURED EQUIPMENT?**

**There are a number of things to keep in mind when you buy a remanufactured product. Here are a few tips:**

Buy from a company that has an in-house facility for remanufacturing. Brokers looking to minimize costs offer products which are "cosmetically" refurbished but not tested. Buying directly from companies such as Retrotel ensures that your product has been remanufactured and tested to meet stringent standards.

Check the warranty – Does your seller guarantee the quality of its remanufactured products? Remanufactured products in Retrotel's portfolio are typically covered by a full 2 year warranty.

Check the software, service, and support options – Can I put the equipment on my service contract? Is the software legally licensed?



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**T E L E C O M M U N I C A T I O N S   E Q U I P M E N T**