

Activity 5.1

The two types of services are:

1. Presale services: Technical sales service is provided by a supplier to a potential or actual buyer of equipment to determine the design and specifications of the equipment believed best suited to the particular requirements of the buyers and also to ensure that the equipment functions properly after installation.
2. Post-sale services: Often equipment is sold with a production guarantee, an additional reason for supervising both the installation and the operation of the equipment. Even after this initial period, the seller may provide for regular inspection to ensure the proper operation of the machine.