

**NEHST Researches**  
**Different Control Unit Scenarios**

To determine whether consumers prefer buying or renting control units as well as the kind of control they prefer, the NEHST questionnaire explores several scenarios:

**Scenario 1** - Demand when consumers have no choice. They are offered only one of the three units ("A", "B", or "C") and only one payment method (renting or buying).

**Scenario 2** - Demand when consumers can buy or rent any of the three units.

**Scenario 3** - Demand when consumers can only buy any of the three units, but can't rent them.

**Scenario 4** - Demand when consumers can only rent any of the three units, but can't buy them.

All of these scenarios are explored in this section, in the order shown above.