

You're Ready to Purchase a New Instrument. What's Next?

Asking the right questions can help smooth your transition to the latest technology. Here's a quick-reference checklist that will help.



Performance and reliability

- Does the manufacturer have a strong track record in life sciences, diagnostics, and applied chemical markets?
- Is there a decade of guaranteed use with your new instrument?



Cost of ownership

- Are there flexible options for obtaining the latest technology?



Streamlining and modernizing your workflow

- Will an expert help transfer your methods for minimal disruption?
- Does the vendor provide compliance support, including instrument qualification, computer system validation, and verification services?
- Are consumables and supplies readily available to boost efficiency and simplify operation?



Service and support

- Will this instrument and vendor help your lab meet its sustainability goals?
- Are support teams, resources, and self-help tools readily available?
- Are onboarding services included?
- Is expert transition support and training available?
- Is there a process for removing and/or disposing of your older instrument sustainably?



Is there one trusted company who checks all of these boxes?

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