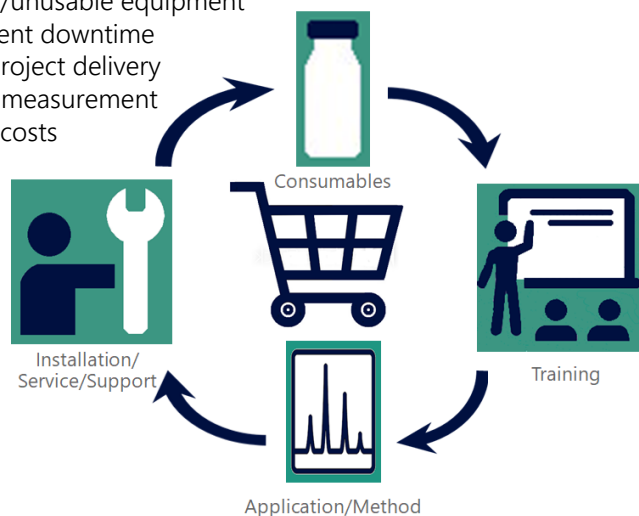


# Analytical Instrument Purchasing Quick Reference Guide

As with any significant purchase in life, a better result is obtained if you understand the process, the product and options that could benefit you immediately or in the future. Purchasing analytical instrumentation for a small company is often on an infrequent basis, therefore it is imperative that you are aware of these guidelines to make an informed decision. The customer can be easily swayed by glossy brochures, instrument specifications and features that may not be relevant to their area of work or application(s). This could result in a number of undesirable outcomes.

- Underused/unusable equipment
- Measurement downtime
- Delays in project delivery
- Inaccurate measurement
- Additional costs



## General Considerations

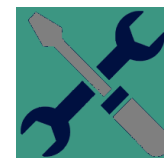
- Is it a new instrument/application(s) - consider sample, analytes to be measured and possible interferences.
- Measurement location - In a fixed area or is portability required
- Measurement frequency
- Are you in a highly regulated market
- Is sample preparation required
- Delivery schedule - When do you require the instrument to be fully commissioned with the application(s)
- Budget

## Evaluation/Demonstration/Tender Considerations

- Standards/Samples submission
- Software - Ability of the software to meet site requirements, regulations and the application criteria
- References sites/testimonials
- Evaluation criteria (ease of use, robustness, performance)

## Installation Considerations

- Instrument location - accessibility, space, environment
- Instrument supplies - power, gases, tools
- Consumable spares - sample vials, liners, columns, ferrules
- Instrument/PC networking - remote login/access & back up
- Customer supplied PC - firewalls, antivirus/security software
- Installation specification - hardware & software
- Installation handover procedure - training, customised setup



## Post Installation Considerations

- Method(s) - Who and how will they be developed
- Reporting output - Paper/electronic and customisation
- Training - Existing workforce skills & types of training required
- Support - Costs, details, KPI's and service contracts
- On going running costs

## Conclusion

If these guidelines are adhered to you will avoid the undesirable outcomes and have a fully utilized piece of equipment fit for purpose with a trained user providing accurate and reliable data.

## ChromSolutions Ltd

What we offer at ChromSolutions is our wealth of experience in analytical instrument sales and support (over 110 years distributed through the members of our company). We use this experience and independent advice to provide clear concise guidance for your instrument purchase. We can help you from defining your requirements, through to tenders, demonstration advice to the final price negotiation to ensure the best possible outcome.

For more information on analytical instruments please contact us:

