

PRE-OWNED MS INSTRUMENTATION

Do you need to expand your capacities but are concerned about the costs of a new mass spec system? Do you know an older system would be fit for purpose and all the new ones are expensive and offer more than you actually need? Are you worried about the ROI when buying a new mass spectrometer? When making an investment decision in a commercial environment, a typical key performance indicator is the "Return on Investment" or ROI.

When purchasing lab equipment, basically two types of fix costs have to be taken into account: **costs of the instrument purchase and costs for operation, mainly the service** to keep it operational and the personnel to keep it busy.

Let's assume you plan to purchase a mass spec. A typical investment is around 400.000€ with subsequent service costs for full coverage contracts in the range of up or beyond 40.000€ per year. Within 10 years of operation, this can sum up to 800.000€ costs.

Let's further assume you can generate 100.000€ income per year with this system for your company/lab. In ten years, the income sums up to 1 million €. So, with an investment of 800.000€ you earn 1 million, resulting in an ROI of 25% over the 10 years. Sounds not too bad. But per year this corresponds to just 2.25%. Well, better than bringing the money to the bank at the moment. But not really a great deal anymore... And if you need to get a financing for the purchase of the instrument, the interest rate will likely be higher than the ROI.

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We support more than 300 instruments across Europe in Academia,
Analytical Control Laboratories and Pharma.

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How to improve ROI?

Well, it's both factors. Purchase price and service costs, as in the given example they are quite similar. Let's have a look at reduced service costs first: 50% lower service costs will drive your ROI from 25 to 66% or – per year – from 2.25 to 5.3%. Exactly the same result will be obtained when you pick a used instrument for 200k€ instead of a new one for 400k€. Combining both effects will **bring your ROI** based on the same fundamentals from 25% to 150% over 10 years or **from 2.25% to 10.6% per year**. Now that's a good deal!

Even if you consider buying a second pre-owned instrument as backup during that time you will still more than double your ROI. And if the second one is still good, it doubles your labs capacity giving room for expansion or further service contract cost reductions!

If this makes you think: contact us at @MSVision! We will show you ways how to **reduce service costs** while still keeping your instruments in perfect shape with MS Vision's **pan-European ISO certified service for Waters, Sciex and ThermoFisher LC-MS instruments** and we can also help you to **find the best suited pre-owned instrument** for your lab to keep your investment costs under control!

And with a professional installation, warranty included and optional service up to full coverage available it gives you security on your investments. We can also give you vendor independent advice on which technology fits best to your application, ask us!

MS Vision always has a number of various pre-owned Triplequad and QTOF systems on stock!

Find a list of our currently available instruments at <https://www.msvision.com/instruments/pre-owned/> or contact us at info@msvision.com for more details or an offer for your next system. If you cannot find your preferred system in our list, talk to us. We can help you to find it and support you with installation.



MSVision 
Dedicated to Mass Spectrometry

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