

Analytical Instrumentation Purchase Criteria for Research vs. Routine Applications

Purchase Criteria - Research	Purchase Criteria - Routine
Performance (sensitivity, repeatability, software for analysis of results)	Performance (sensitivity, repeatability, software for analysis of results)
Extensible software capability for analysis of results ²	Throughput (Time to Results, or TTR)
Sample handling flexibility	Connectivity to higher-level data systems (LIMS)
Cost	Total cost of ownership
References/reputation	Service (uptime, cost, availability)
Availability	Approved method use, references/reputation