

“Go with the Flow...”

Cytometry Research, LLC

“...Flow Cytometry, that is!”

In-House or Out-Source?

Flow cytometry is a vital tool in the world of science. Whether you're evaluating antibodies, immunophenotyping, analyzing cell cycle, or selecting a particular cell type for additional study, flow cytometry provides the answers. The question you may be asking yourself is: "How can I use flow cytometry in my research?"

The two obvious options for doing flow cytometry are:

- 1) Do it in-house, or
- 2) Contract out the work.

There are a number of issues to be considered and we have put together a simple table to compare some of the key points.

These are some of the basic factors to consider as you make your decision about the best way to proceed. I would be happy to sit down with you to discuss any of these issues and to give you a quote for contracting all your flow cytometry needs with Cytometry Research. We have very competitive pricing and can provide you with discounted pricing for high volume services.

Issue	In-House	Cytometry Research, LLC
Equipment	FACS Analysis and Sorting Equipment, Computers and Maintenance Contracts	Equipment in place, maintained and serviced to provide optimal service
Personnel	At least one full-time technician	Three full-time technicians
Availability	You set the hours.	9am - 5pm M-F. Available outside regular hours as required
Reliability	With one technician, your concerns will be vacation, sick time, and a better job offer.	15 years of meeting our customers' needs on time
Convenience	In your building	Courier available for pick-up and delivery Secure FTP, email and fax services for instant reporting
Compliance	Must develop GLP protocols to meet FDA standards	Protocols in place to meet flow cytometry needs through clinical trial
Economics	\$300,000 start-up; \$150,000 annual maintenance	Pricing per sample, per hour, or on contract for volume discounts (see Special Offer on Page 4)

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Denise Higgins, Editor

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