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Make or Buy Your Spectrometer

One of the challenges instrument makers face today is an increasing need to bring new innovative products to the market faster and at a lower cost. Spectrometers are an essential component in analytical instruments for a broad range of applications, in for instance the life science, pharma, and process industries. Spectrometers are optomechanical modules that require specialized knowledge and equipment to design and manufacture. For many instrument companies, it is not obvious which strategy — make or buy — they should choose for the spectrometer when starting a new instrument design. The intent of this white paper is to provide some insights that can help you decide which path works best for your application. We evaluate the pros and cons of the following four common approaches:

- Buy an off-the-shelf standard product from a spectrometer supplier
- Out-source development and manufacturing to a spectrometer supplier
- Design and manufacture the spectrometer in-house
- Out-source development to an external consultancy company and manufacture yourself or at a contract manufacturer

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