

# Multiple Vendor Plan (MVP)



## Premier Asset Management Program

### MVP Plan Features

- Multiple Vendor Instrument Service
  - Regardless of Manufacturer
- No Fault Instrument Coverage
- Single Point Service Requests
- Standardized Maintenance Protocols
- Audit Ready Documentation
- Reduced Administrative Costs
- Value Brand Pricing
- Costs Driven Down Over Time
- Initial Cost Savings up to 30%
- On Time Scheduled Services

The industry's first and most experienced single source multi-vendor service organization.

Delta's MVP service plan provides blanket coverage for **all** your laboratory instruments, regardless of manufacturer or model. MVP has been shown to reduce instrument service costs by 15-30% over standard support agreements with individual vendors. Expert, on-site engineers can respond more promptly and are familiar with a customer's laboratory. The MVP service also minimizes the time customer employees spend handling instrument failures by reducing time spent troubleshooting, reporting failures, escorting and familiarizing engineers, and re-qualifying failed modules.

Laboratory management and procurement departments are tasked with reducing lab operation costs while keeping productivity high. Delta's MVP enables them to do so by improving engineer utilization, standardizing maintenance protocols, reducing the number of service contractors engaged, and allowing customers to define and pay for the **exact** level of service they need. As a recognized leader in multi vendor compliance and instrument services, Delta can support most common laboratory instrumentation, regardless of vendor, and can further simplify compliance activities by standardizing instrument qualification and reporting.

Through this service, Delta places its engineers on-site and/or contracts service providers, to regularly handle maintenance, repair, regulatory compliance, workflow consulting and reporting services for all chromatography and other instrumentation, regardless of equipment vendor. For large laboratories, this service promises to provide no fault instrument coverage, reduces administration costs and increases efficiency and productivity.

### Instrumentation covered by Delta's MVP Program

HPLC  
Autoclaves  
Conductivity  
Incubators  
Ph Meters  
Sterilizers  
UV

GC  
Centrifuges  
DNA Sequencers  
Luminometers  
Pipettes  
Thermal Cyclers  
FTIR

GCMS  
Balances  
Fraction Collectors  
Lypholizers  
Plate Readers  
Water Purification  
and many more....

LCMS  
Chillers  
Fume Hoods  
Osmometers  
Refractometers  
SFE

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