

What You Need to Know About Trading in Your Old Spectrophotometer



The Ultimate Guide to Trading-In Your Old Spectrophotometer



Maybe you already have a trusty [spectrophotometer](#) that has supported you throughout your entire color management journey. But how do you know that it's still putting in its best work? That it's still measuring accurately? Is it working slower than it used to? If you purchased a service contract with your instrument, is it still active? If color precision and consistency are important to your business, then ensuring that your instrument is continually performing up to standard is a must.

Datacolor is committed to optimizing your color management workflow and helping you get a competitive edge with the latest features and functionality. Whether you currently own a Datacolor instrument or you're considering switching from one of our competitor's instruments, here's everything you need to know about trading in with us.

What You Get When Using Datacolor Solutions

For us, it's not only about selling color management instruments, software and services. It's about providing an end-to-end solution for your color challenges. Hardware, software, applications, data communication, and global service – these are all critical components of a [total color management system](#).



**Measure
& Control**



**Analyze &
Communicate**



Formulate



**Visual
Assess**

Performance monitoring, application support, hardware services, education/training

What sets us apart is our seamless integration of these different functions to make sure everything is totally managed. This "one-stop-shop" system is designed to provide full workflow support with a comprehensive suite of products. With our solutions, you can do anything from color formulation, to quality control, to color performance monitoring, and much more. Not to mention, our technologies can measure the color of things you probably didn't think could be measured. [Check out our video](#) to see some of our applications—from the traditional to the unexpected.

If you have a non-Datacolor instrument...

Change isn't always easy, but it's easier with us. Whether your reason for trading in is an expired service contract, or deteriorating instrument performance after many years of accurate color control, rest assured, you'll be in good hands with Datacolor. Here are some top reasons why a [major paint manufacturer](#) and [thermoplastics manufacturer](#) switched to Datacolor:

- Increased speed
- Straightforward and easy to use
- Fast and reliable support
- High inter-instrument agreement
- Ethernet connectivity, enabling seamless digital color communication and speeding up development process
- High flexibility across different industries
- Support service across geographic regions
- Overall improved speed to market



With over 50 years of expertise in color management, we are here to help perfect your color workflow, streamline production, and save on time and costs. We perform and offer our services wherever you are in the world. [Our renowned global support team](#) and high-performing instruments will help you ensure the smoothest transition.

If you have a Datacolor instrument...



Evaluate its performance to see if it is still performing up to satisfactory standards. We get it, it's difficult to part with such a reliable tool that has served its purpose well over the years. However, technology is changing and we want to help you stay up-to-date on the latest features. Our [newest benchtops](#) have outstanding inter-instrument agreement, high backwards compatibility, and reliable post-sales support and service. Trade your old instrument in for a new one to ensure that you are equipped to continually produce fast, accurate, and consistent color measurements.



Our newest spectrophotometers feature sample temperature measurement capabilities and the internet connectivity needed for future remote service and support. This is in addition to the features our customers have come to expect over the years, including industry-leading inter-instrument agreement and backward compatibility. Since our hardware and software go hand-in-hand to help your business control color, we recommend [upgrading your software](#) as well in order to maximize your trade-in. This ensures you'll have access to the latest features and functionality that will help you keep color operations on-time and on-budget. See what a [software upgrade can do for your business](#).

Common Misconceptions About Trade-Ins

If you have a few hesitations about trading in your instrument, you're likely not the only one. Let us guide you through a few common uncertainties surrounding trade-ins.

1. Data transference between the old and new instruments will be an issue.

It won't be if you already use Datacolor instruments. Data is stored within our database, not in the instrument itself, so there is no need to worry about losing your measurement data when switching between instruments.

2. The newer instrument will give me different measurement results.

If you're trading in for a newer model of an instrument, your measurement results will overall be rather consistent. For example, from the DC 400 to DC 700, or from the DC 600 to DC 1000, the only difference in measurement results is that you can expect more speed and precision with the newer make.

3. Switching to a new instrument will cause major delays.

Most instrument and software trade-ins won't come with any earth-shattering changes that could cause significant setbacks in implementing or integrating a new system.

4. The "overlap" period during which I re-measure my samples is not enough time.

If you are trading in a Datacolor instrument, there is no need to re-measure your samples, as our instruments are backward compatible. If you are trading in a non-Datacolor instrument, this period can be extended after a mutual agreement. We understand that every business is different; some need more time to transition than others. We're happy to discuss the length of the grace period, but once it's over, we'll need the old instrument returned to us.



How Does the Trade-In Process Work?

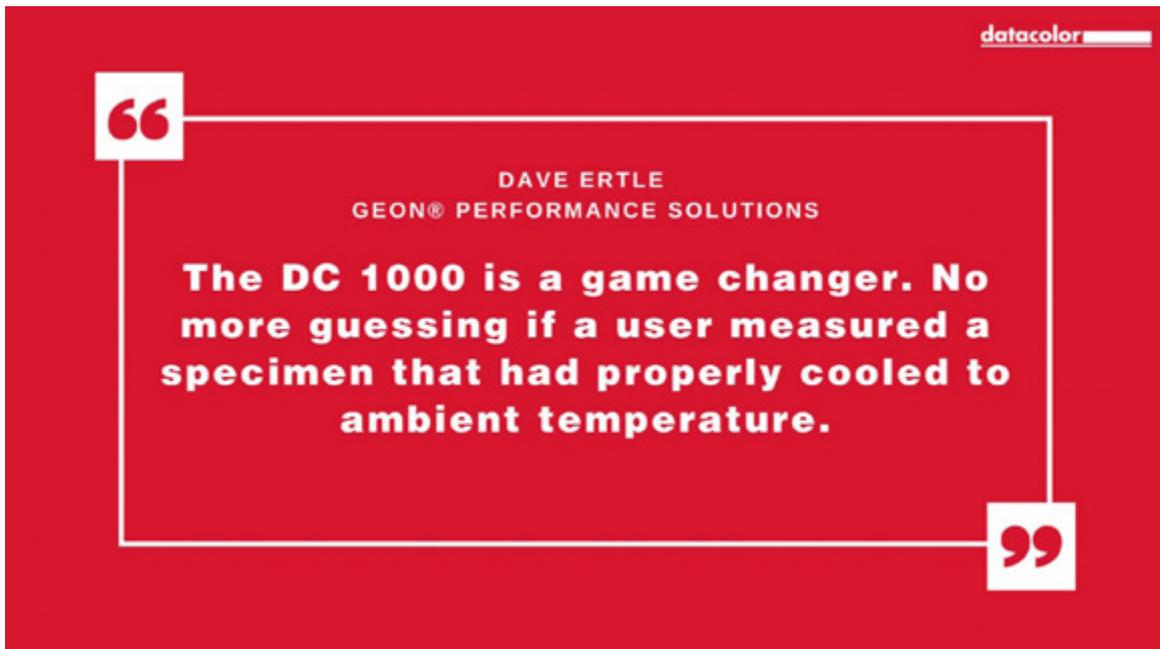
Whether your instrument is fully operational, half-working, or you've used it until it's no longer working, trade it in all the same! No matter the condition, you'll get 25% off a new instrument upon trade-in.

The topic of trading in your instrument may come up in a variety of ways. You could be the first to notice that it's not delivering accurate measurements due to deterioration over time, and reach out to us. Or, one of our service members could notice something due for a change during maintenance and discuss service and trade-in options with you.

In any case, when you agree to trade in your instrument, you are allowed an “overlap” period during which you can ensure that your measurement data is accessible, re-measure samples, and more. After this period of time, you just need to return the old instrument to us and enjoy the latest features and functionalities of your new spectrophotometer!

What Have Customers Said About Our Instruments?

To help you make the best decision for your business, here’s what our customers have said about Datacolor’s impact on theirs.



A red rectangular quote card with a white border. In the top right corner, the Datacolor logo is visible. On the left side, a white square contains a red double quote symbol. In the center, the text reads: "DAVE ERTLE", "GEON® PERFORMANCE SOLUTIONS", and "The DC 1000 is a game changer. No more guessing if a user measured a specimen that had properly cooled to ambient temperature." On the right side, a white square contains a red double quote symbol.

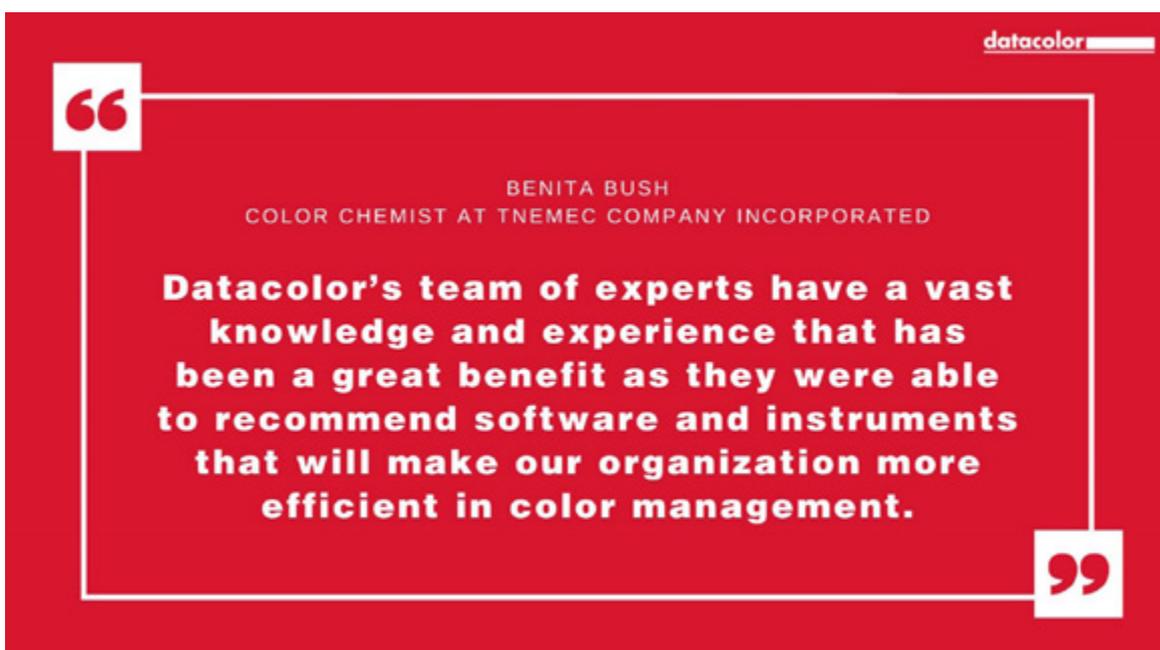
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BENITA BUSH
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So, why should you invest in a new instrument?

As demand for speed and accuracy increases, it's important to stay current with changes in technology to not let it negatively affect your business. Investing in a new instrument could mean:

- Greater transparency across your entire color supply chain
- Digitalized color management
- More efficient production
- Higher measurement accuracy
- Reduced time and costs
- Quicker speed to market
- Streamlined color communication
- Future Readiness

We recognize that the decision to trade-in or upgrade to a new instrument is not an easy one. However, for industries in which fast and accurate color management is important, “almost reliable” isn't enough. [Trading in your old instrument](#) will allow you to focus on the things that matter most to your business.

Want more detailed support? [Contact our color experts](#) to get help selecting the right tools for your color management needs.

[Click here](#) to view instruments that are eligible for trade-in

Related Reading:

[What is Backward Compatibility for Spectrophotometers?](#)

[Here's What You Get When You Invest in a Datacolor Solution](#)

[How Medication, Lighting and More Impact Color Perception](#)

[The Science of How We See Color—And Why We Need Spectrophotometers](#)

[12 Frequently Asked Questions About Color Management](#)

Trade-In Eligibility

Trade-In instruments include, but are not limited to, the following:

| Datacolor | X-Rite | Konica-Minolta | HunterLab |
|----------------|---------|----------------|---------------|
| SF650 | CE7000A | CM-5 | UltraScan VIS |
| SF600 | CE7000 | CM-3600A | UltraScan PRO |
| SF550 | CE3100 | CM-3700A | |
| SF500 | CE3000 | CM-3610A | |
| SF400 | CE2180 | CM-3600D | |
| SF350 | Ci7 | CM-2600D | |
| SF300 | Ci5 | | |
| DF110 | Ci7800 | | |
| DF100 | Ci7860 | | |
| Datacolor 650 | Ci7600 | | |
| Datacolor 600 | Ci4200 | | |
| Datacolor 600V | Ci4100 | | |
| Datacolor 400 | SP62 | | |
| Datacolor 110 | | | |
| MF100D | | | |
| C5-5 | | | |