

# Why buying from Lambda makes sense

For 30+ years Lambda Photometrics have represented Stanford Research Systems (SRS) in the UK as SRS's authorised UK distributor and service centre with unparalleled experience of supporting their products.

To ensure best value for money some companies require several quotes to satisfy their organisation's purchasing policy. In order to clarify any confusion over comparisons between Lambda's pricing and SRS's International list price, we would like to highlight a few points in the table below to show why it makes sense to purchase direct from Lambda Photometrics.

Comparison	Stanford Research Systems (SRS)	Lambda Photometrics
<b>Quote</b>	SRS have two price lists:  <b>Domestic</b> – For US customers only. <b>International</b> – 10% higher price than domestic, quotes in \$US, does not include shipping or import duties from the USA to UK.	Quotes are fully inclusive of all international air freight charges, insurance and import duty/customs fees.  Quoted in £GBP.  No hidden extras.
<b>Price</b>	Require payment upfront in \$US or on account terms in some instances.  When checking exchange rates online, rates typically 1.5% lower to cover bank transaction charges.	You pay the figure on the quote, no extras. One quote and one invoice in £GBP on standard 30 day account terms.  No risk of exchange rate surprises.
<b>Product Demo/ Evaluation</b>	SRS offer equipment evaluation by placing an order on a sale-or-return basis.  All costs borne by customer.  Additional re-stocking fee.	Lambda has a range of SRS demo equipment, available for evaluation.  These units can also be used to help keep customers working in warranty or repair situations.
<b>Warranty</b>	SRS warranty is 12 months parts and labour (except for some motorised and vacuum products).  In the event of a warranty return, customs paperwork and shipping costs back to factory in US must be completed and paid for by customer.	Lambda warranty is 12 months parts and labour (except for some motorised and vacuum products).  Serviced from our office in Harpenden, Herts, UK.  If we cannot repair in UK, we bear all costs of returning the equipment to SRS.
<b>Extended Warranty</b>	SRS offer additional 2 years warranty at 10% of equipment cost.	Lambda offer additional 12 month warranty for FREE or an additional 2 years at 8% of equipment cost.
<b>Technical Support</b>	Based 5,000+ miles away in California, USA.  8 hours behind UK GMT.  Direct support is difficult.	Local support from our sales, service and application engineers.  Available to talk through any issues via phone and/or can visit you, if required.  We can service/repair your equipment at our facility in Harpenden, Herts, UK.  Engineers have 30+ years experience with SRS equipment.  If unit cannot be repaired in the UK, we will take care of all customs/shipping documentation to return to SRS.

Our prices should always be fair and compatible with SRS direct when you factor in freight, additional import duty charges, customs documentation, immediate local support and other hidden extras that people often miss. As the longstanding UK representative for SRS, our experience, pre and post-sales support can't be matched.

If you would like to discuss or compare a quote please feel free to contact us.

[www.lambdaphoto.co.uk](http://www.lambdaphoto.co.uk)

# Test & Measurement

For over 40 years, Lambda Photometrics have established an reputation for high quality, cost effective Instrumentation and Test & Measurement solutions, dedicated to improving testing efficiency. DC, RF, mmWave and EMC test from leading suppliers to suit your needs and budget, contact us for a product demonstration.

## AIM-TTi (Thurlby Thandar Instruments)

Founded in 1978, **AIM-TTi** are a leading UK producer of electronic test instruments and laboratory power supplies in Europe. Their power supplies have been a popular choice throughout UK industry and education due to their simplicity and reliability. They also produce a range of high performance ARB's/function generators, source measure units SMU, electronic loads, DMM's.

## RIGOL TECHNOLOGIES

Founded in 1998, **RIGOL Technologies** are one of the fastest growing global test & measurement suppliers, offering high quality, high specification alternatives to leading brands. **RIGOL's** premium line of products includes oscilloscopes up to 2GHz, RF spectrum analysers, DMM's, function/arbitrary waveform generators, RF signal generators, DC power suppliers/electronic loads. Their price advantage helps engineers, researchers and teaching labs address their measurement challenges and budget.

## STANFORD RESEARCH SYSTEMS

Formed in 1980, **Stanford Research Systems (SRS)** have 40 years of history designing and manufacturing scientific, analytical, and engineering test equipment for research and industrial applications. Products include lock-in amplifiers, pulse/delay generators, atomic clocks, mass spectrometers, vacuum and gas analysers, lasers and laser diode controllers, signal sources and signal analysers. **Lambda Photometrics** is the sole UK distributor with over 30 years sales and service experience of the **SRS** product range.

## PICO TECHNOLOGY

Founded in 1991, **Pico Technology** are pioneers in the field of PC oscilloscopes and data loggers. "PicoScopes", as they are known, have always been recognised as a performance cost-effective alternatives to a traditional benchtop scope. They offer total flexibility with 2, 4 & 8 channel oscilloscopes up to 25 GHz bandwidth, deep memory up to 2Gpts. Pico also offer a large range of low cost products like passive and active probes 6 GHz Vector Network Analyser VNA, TDR, RF test accessories, current clamps and accelerometers. temperature and voltage/current data loggers.

## TABOR ELECTRONICS

**Tabor Electronics** (est. 1971) has become a world-leading provider of high-end signal sources, featuring: RF, pulse, function, and arbitrary waveform generators/transceivers, high-voltage amplifiers, as well as waveform and modulation creation software. **Tabor** has earned global recognition for its highly-skilled workforce and innovative engineering capabilities.

## EVERBEING

Since 1983, **EverBeing Probing Solutions** can offer performance probe stations covering DC, RF and mmWave to match your budget and needs. We offer standard or customer built probe stations from 2" to 8" and a large inventory of probing accessories, precision micropositioners and microscopes. From wafer, cryogenic, LED/LD/PD, RF, LCD, hall effect probe stations.

## GGB INDUSTRIES

Since 1980, **GGB Industries**, Picoprobe® line of DC to microwave probes have been the first choice for the semiconductor industry. With a line of high impedance troubleshooting probes, precision coaxial microwave probes with 50 ohm coplanar flexible tips and high performance W-band millimetre heads.

## Y.I.C. TECHNOLOGIES

Y.I.C. Technologies is a leading developer of Visual Real Time EMC/EMI pre-compliance test solutions for antenna and PCB designers, integration and verification engineers. Their products rapidly diagnose and solve EMC/EMI problems in real-time, reduce time to market and pass product certification first time.

## DINO-LITE

**Dino-Lite** the inventor and market leader of the handheld digital USB microscope, provide a powerful, portable and feature rich solution to microscopic inspection up to 900x magnification and 5 megapixel resolution. They offer specialised illumination, such as ultraviolet, infrared high or coaxial illumination for semiconductor wafer inspection.

## RESEARCH AND EDUCATION

**Lambda Photometrics** have a long association with research and academia. A preferred supplier in most universities for test & measurement. Talk to us about special discounts for academia on low volume or complete lab refits where we can partner with our suppliers to meet your budget and teaching needs.

## SERVICE AND CALIBRATION

With over 40 years' experience, servicing industrial, research and military customers alike, our Service and Applications Engineers offer aftersales support, including repair, calibration and service contracts to ISO 9001:2015. UK & Ireland Service centre for Stanford Research Systems.

