

Starlab Switzerland

Pipette Calibration & Service Packages

Three service-linked packages to combine calibration with added value: consumables, laboratory setup and pipette lifecycle support.

ALL PACKAGES LINKED TO A STARLAB CALIBRATION SERVICE *

20% / 30% DISCOUNT *

PACKAGE 1 TIP	PACKAGE 2 LAB	PACKAGE 3 ErgoOne
Calibration + Pipette Tips	Calibration + Laboratory Starter Package	ErgoOne + Technical Service
-60% TEST BOXES then -20%	-20% ON THE CATALOGUE	-20% / -30% SERVICE
For laboratories where pipette-tip compatibility directly influences accuracy, leakage risk and reproducibility.	For start-ups, spin-offs, new labs and expansions that need a reliable, coherent and scalable setup.	Two options to encourage ErgoOne purchase, fleet renewal and service follow-up from the first calibration.
WHAT IS INCLUDED: - Calibration service as commercial entry point - Trial boxes of selected STARLAB tips at -60% list price - Follow-up -20% discount on eligible tip orders - Compatibility discussion for key workflows	WHAT IS INCLUDED: - Calibration service linked to lab setup discussion -20% discount on STARLAB catalogue items - Support selecting pipettes, tips and consumables - Useful for opening, expanding or standardizing a lab	Two customer options: <u>ErgoOne purchase</u> -20% on first calibration service <u>Trade-in + ErgoOne purchase</u> -30% on first calibration service
Customer Value: - Test before standardizing - Improve daily pipetting confidence - Benefit from a recurring 20% discount on tips	Customer Value: - Simplify purchasing decisions - Equip the lab consistently - Build long-term STARLAB relationship	Customer Value: - Start with a reliable instrument - Introduce technical service early - Encourage lifecycle-based support

How to use the offer

- 1 Review pipette fleet
- 2 Conclude calibration service
- 3 Select package
- 4 Plan follow-up

Ready to improve pipette reliability

Contact STARLAB Switzerland to discuss your pipette service needs and the most suitable package for your laboratory.

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Discounts are linked to the conclusion of a STARLAB calibration service. -60% applies to selected tip trial boxes from list price; -20% applies to eligible tip/catalogue items and to ErgoOne calibration option A. For ErgoOne option B, -30% applies to calibration when an old pipette is traded in and a new ErgoOne is purchased. Product eligibility, campaign duration and final commercial terms to be confirmed.