

# Why Preventive Maintenance Pays Off



**PROTECTING**  
*your peak performance.*



# Introduction

With most modern technologies, the likelihood of experiencing problems, even product failure, increases with long-term use. Your laboratory instruments are no exception.

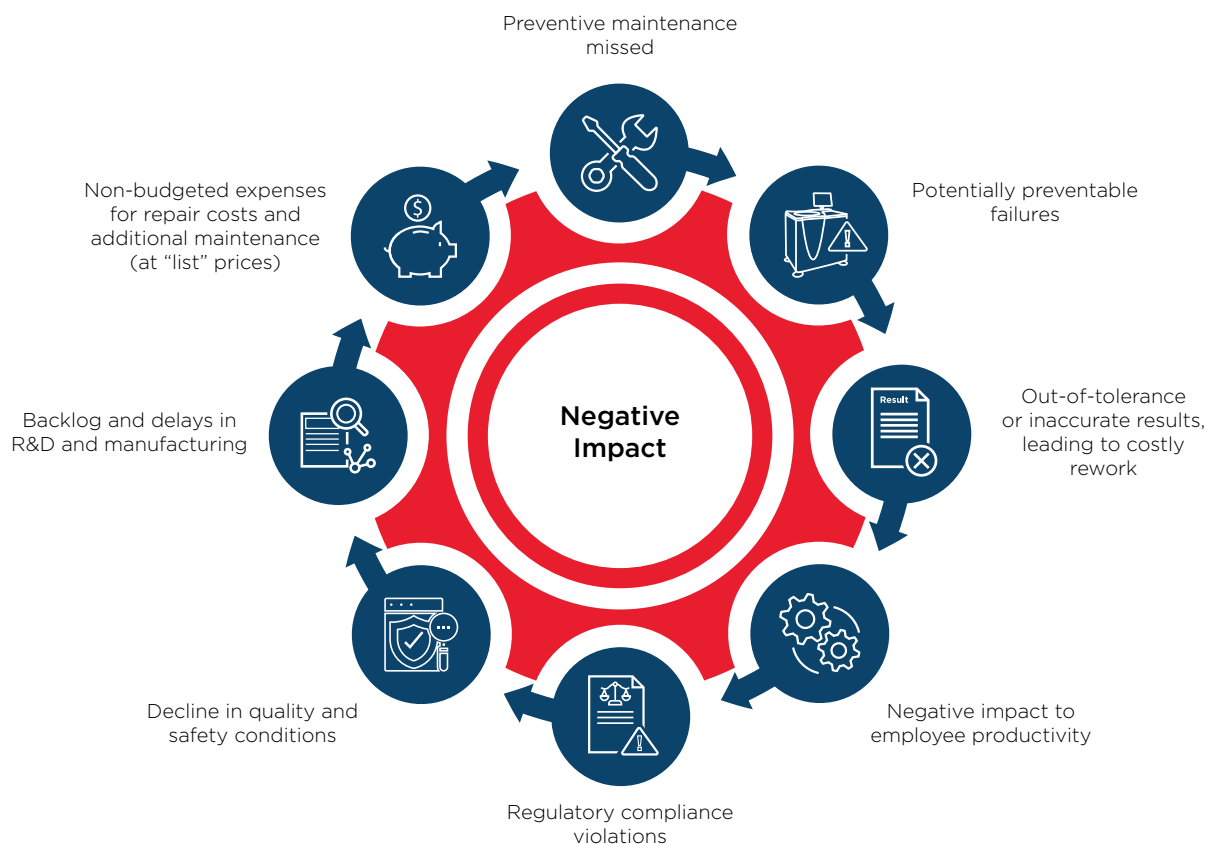
Key to minimizing problems and downtime, is preventive maintenance at regularly scheduled intervals, which can help maximize performance, reliability and the lifespan of the instrument.

Consider why these, and other benefits of preventive maintenance, can pay off for your lab.

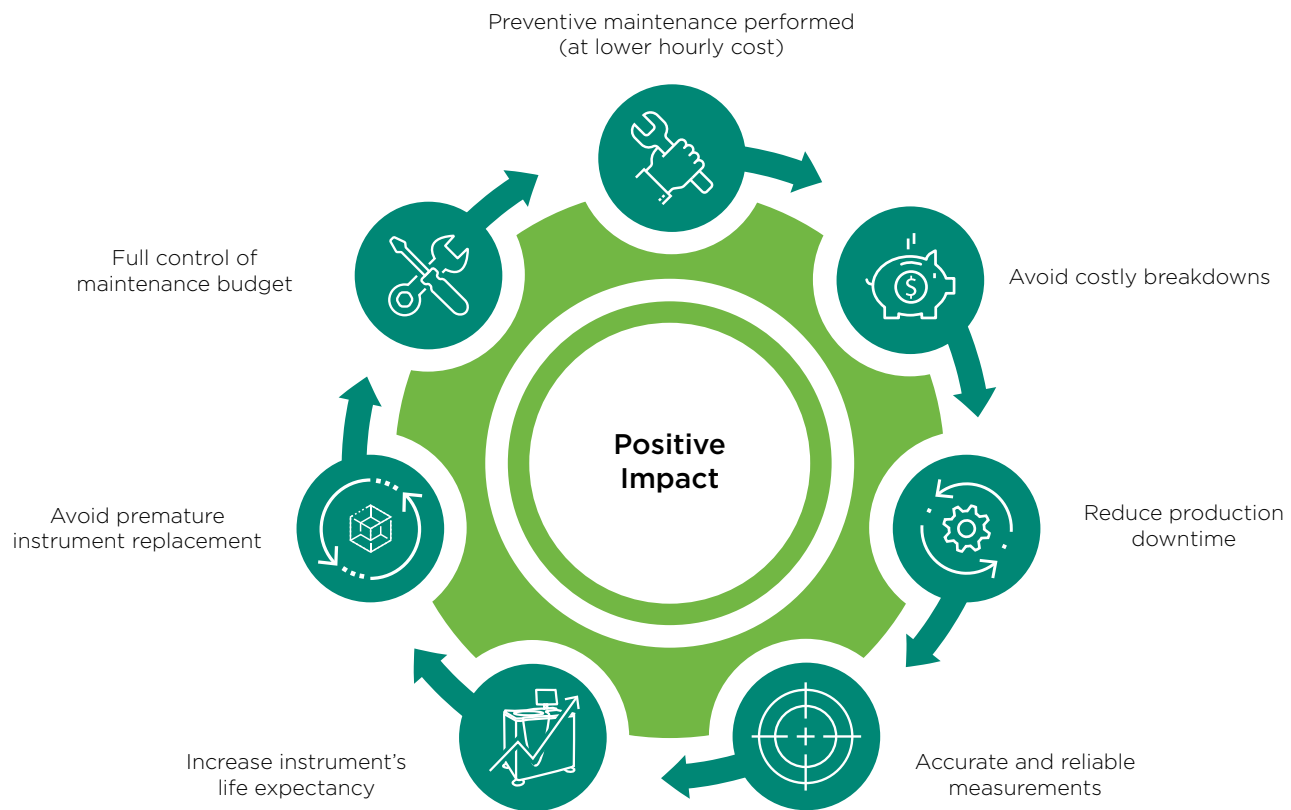
## Pitfalls of Reactive Maintenance

Cost is seldom an issue when a critical lab instrument needs repairs. In some labs, that might be the only time some instruments receive maintenance—and it can be a challenge to replace a reactive, “fire-fighting” strategy with a proactive approach that can help ensure maximum instrument uptime.

While a “run-to-failure,” reactive maintenance strategy might save money in the short term, its negative aspects almost always outweigh the perceived savings.



**Figure 1.** A reactive, “run-to-fail” maintenance strategy can require investing more financial and human resources to correct rather than avoid errors.



**Figure 2.** Preventive maintenance can help reduce overall maintenance costs while reducing equipment breakdowns.



# Additional advantages of preventive maintenance with a Beckman Coulter service contract

## Extended instrument life

- Better conservation of assets by avoiding premature replacement

## Improved uptime

- External/internal cleaning and other proactive maintenance activities help to avoid instrument failure and improve overall performance and lab productivity.

## Secure financial forecasting

- Maintenance costs can be budgeted predictably, particularly if a contract includes full coverage (e.g., Comprehensive Care or Protective Care service agreements bundle together preventive maintenance, parts, labor and travel).

## Priority support

- When support is needed immediately, customers with a PM agreement enjoy scheduling priority as well as access to our technical support hotline and remote diagnostic service, BeckmanConnect.\*

## Timely software updates

- During PM visits, field service engineers can upgrade instruments with the latest software upgrades, which might include additional applications or new features that can further enhance productivity.

## Maintain safety

- PM helps ensure safe and reliable operation (and nothing is more important than operator safety). For example, centrifuges are inspected for aging or worn out parts that are then replaced to maintain safe operation.

## Performance according to spec

- When electronics, sensors and keyboard/display function are checked, it helps ensure the instrument is operating according to manufacturer specifications – and adjustments are performed if needed.

## Dependable service performed by experts

- Factory-trained and certified engineers help guarantee professional execution of all maintenance activities. Third-party suppliers may not have access to up-to-date service manuals, the proper tools or guaranteed OEM replacement parts.

For more information about Beckman Coulter Life Sciences service plans, visit [beckman.com/service](https://beckman.com/service)



\*BeckmanConnect is not available for all instruments.

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