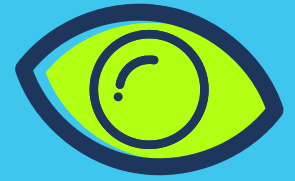


STEPS TO A VTS SALE

THE TARGET CLIENT

- Sample storage, transport, or archiving
- Genetics and Pathology Labs
- PCR
- Overnight incubations

STEP
01



THE PITCH

What sets us apart?

- Heats up in <10 minutes
- Uniform heat distribution for a "one-time" seal
- Variable time and temperature settings for multiple applicatons
- Ergonomic lever action
- Designed by highly qualified medical device engineers



STEP
02

MAKE YOUR CASE

- Heat sealing a microplate provides a chemically resistant, airtight seal around each well
- Prevents loss of sample and contamination risk when moving, mixing or storing samples
- This is best-selling heat sealer on the market
- It gives you more than a simple manual sealer and is much cheaper than an automated sealer
- Highly accurate and reliable
- Simple and ergonomic design will increase throughput in laboratories

STEP
03



THE DEMO

Take advantage of product demos! Customers can see our quality and how the VTS will improve lab performance once they try it out!



When you buy a Vitl product you are also buying our dedicated team that can quickly and easily answer questions as well as design bespoke equipment for any of your laboratory needs

STEP
04

THE FOLLOW UP



- Be understanding of laboratory budgets, not everyone can buy all their equipment at once
- Make sure to continue to engage customers and utilize social media to keep them updated

STEP
05

