

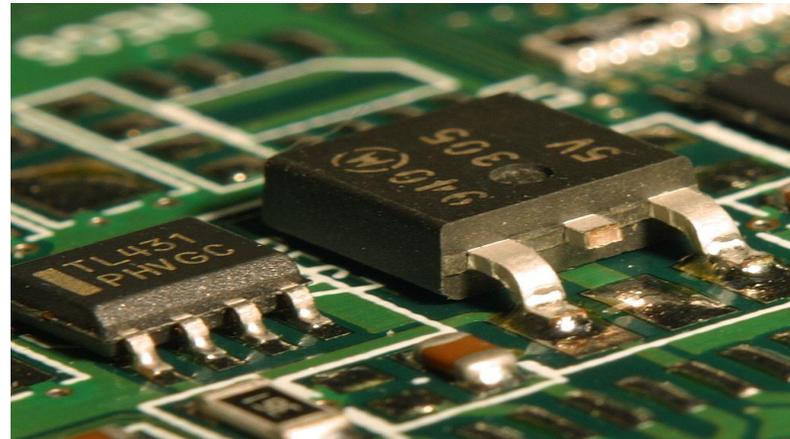
SPIN Coater Kits

Product Presentation
Last Updated: 05/15/2014
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Why Spin Coaters?

There is a sizable market for devices, commonly referred to as **Spin-Coaters**, used to fabricate thin-films in the **Electronics**, **Optics**, and **Clean energy** industries. Average price range is from \$3,000 to \$10,000.



Spin Coating Theory

A solution is dropped onto the sample surface, then spun at relatively high speeds ($\sim 3,000$ rpms) leading to the formation of a uniform film.



To The Point

1. ***What problem is being solved?*** -- We want to make it more cost effective for researchers to employ Spin Coaters in their research.
2. ***Who are your customers?*** -- Primarily research and development groups at Academic/Government institutions, and small private companies around the globe.
3. ***Why will customers buy your product?*** -- Sales data and customer feedback indicate the low-cost, combined with overall functionality of our spin coater kits are the primary driver of sales.

“Home-Built” Instrument Market

By leveraging the Maker movement, Instras Scientific is the **only** company providing “home-built” low-cost Spin Coater kits. Use of **Custom Firmware**, combined with off-the-shelf components has given us unique advantages and lead in this market.

- **Built Using Low-Cost R/C Hobby Components**
- **Robust and Purpose Built Firmware**
- **Custom Speed Sensor**
- **Modular Design**

SCK-200 Spin Coater Kit



The SCK-200 Kit:

- Less than \$600
- Easy to Assemble
- Compact Design
- Solid Customer Demand
- Perfect for Academic and other Research and Development Needs



Over 200 units have already



been sold worldwide with NO marketing!





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Massachusetts
Institute of
Technology

Great

*Adoption Among Top
Academic Institutions*

Stanford
University



THE UNIVERSITY OF
SOUTHERN
MISSISSIPPI



PURDUE
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INSTRAS
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Customer Testimonials

Here is what a few of our customers have shared with us.

We have your spin coater featured in a poster a student of mine will be presenting at the American Association of Physics Teachers meeting next week. We're using it for photoresist films for a low-cost photolithography system we are presenting that others may want to bring to their teaching labs -- C. Moore

We have been using your new SCK-100HS spin chamber, power supply, and digital controller for small scale production and it looks pretty good -- Mahmoud

Without a spin coater from Instras Scientific, my research would not have been possible. The machine is easy to setup and use and was perfect for my needs. -- W. Montmollin

Invest In Instras

- A team of innovative scientific professionals
- Defining market for “home built” spin coater kits
- Proving demand for our products
- Room to grow, especially in educational, clean energy, and biotechnology markets.