

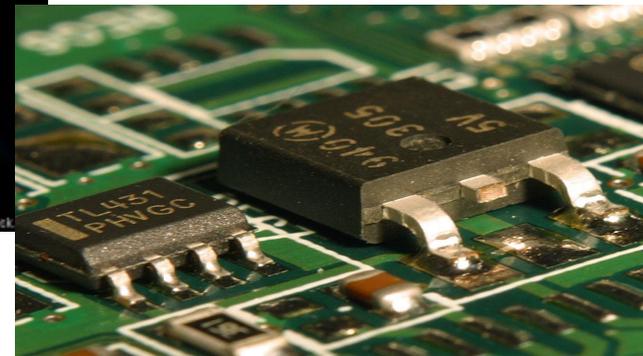
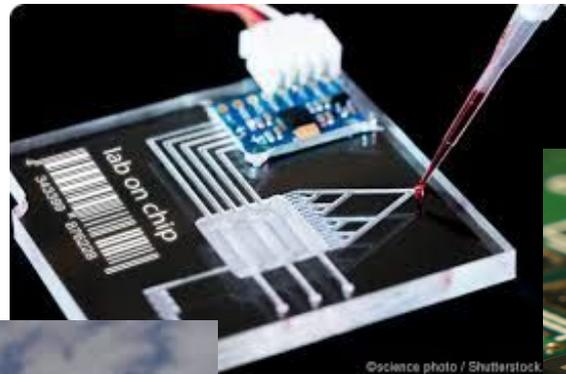
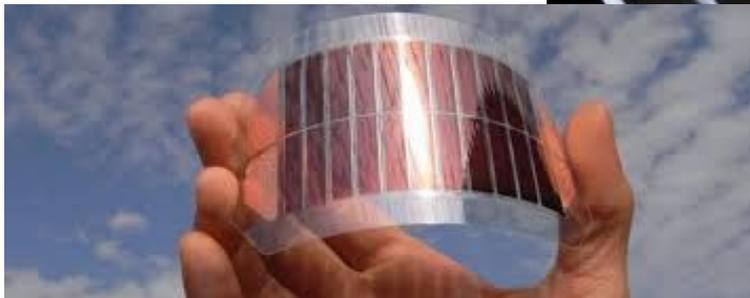
LOW-COST SPIN COATER KITS

Product Presentation
Last Updated: 12/05/2018
Nathan Stevens, Ph.D



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**, **Biotechnology**, and **Clean energy** industries. Average price for desktop models 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 thin 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 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.

Our Approach

By leveraging the Maker movement, Instras Scientific has defined the market for “home-built” low-cost Spin Coater kits. Use of our **Custom Firmware/Motor Controller**, combined with off-the-shelf components has given us unique advantages and lead in this market.

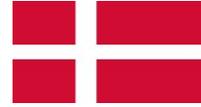
- **Built Using Low-Cost Hobby Components**
- **Robust and Purpose Built Firmware**
- **Custom Designed Motor Controller**
- **Modular Design**

SCK-300 Spin Coater Kit



SCK-300 Kit Features:

- Less than \$500 US
- Easy to Assemble and Use
- Compact and Modular Design
- Ideal for Academic and other Research and Development Needs



*Over 500 units have already
 been sold to 40+ countries worldwide
 with NO marketing!*



HARVARD
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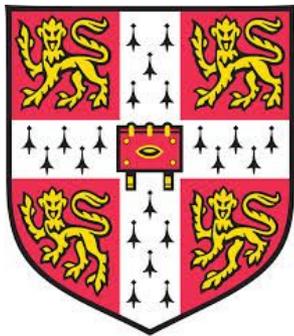
PRINCETON
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Technology

Great

*Adoption Among Top
Academic Institutions*



Stanford
University



PURDUE
UNIVERSITY



COLUMBIA UNIVERSITY
IN THE CITY OF NEW YORK

INSTRAS
SCIENTIFIC

Customer Testimonials

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

The time to track down all these parts, implement ramping features in existing microcontrollers, and design and fabricate the supporting structures would ballpark be around 25 hours. This rough estimate sums to \$1100 at our on-campus rates (\$40/hr). I saved at the least 10 to 15 hours getting your kit. My costs were reduced by half and the shortened project timeline allowed me to move onto newer projects more quickly. -- University Machinist, Jeffrey G.

Thank You

Questions? email info@instras.com