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TOP 6 QUESTIONS

TO HELP YOU SELECT THE RIGHT
MACHINE VISION DISTRIBUTOR

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Whether you are updating an existing system or are currently in the design phase of a new machine vision system, selecting the right camera and components, and ensuring they are available when you need them, is critical to the success of your system design.

With all of the cameras and components available on the market, and the rapid advancements in vision technology, how do you ensure you are getting the right product - with the right functionality and capabilities - and the best value to meet your system design and business objectives?

Aligning with the right machine vision distributor not only provides you with the professional product selection guidance you need but also with the confidence that the cameras and components you require are available when you need them.

To help you decide if a machine vision distributor you are considering working with is the right one, here are 6 essential questions to ask yourself before you commit to a product or a supplier.

1

Is the Machine Vision Distributor Authorized?

A machine vision distributor who is authorized by the manufacturers they represent, not only acknowledges that a contract between the two parties exists that covers, among other specifics, product warranties and service, but also the distributor's trained product knowledge.

Manufacturers visit their authorized distributors to provide product education and demonstrations to ensure their representatives can properly represent the capabilities and features that make their product valuable to the end user. Aligning with an authorized distributor gives you access to a deeper level of product knowledge that goes beyond the product brochure and marketing copy. An authorized distributor can provide you with the product guidance you need, so you make the right investment for your application needs.

Something else to consider is the forfeiture of the warranty and service if you do not buy from an authorized distributor. Unauthorized distributors may be cheaper, but there are a myriad of risks involved.

You forfeit the warranty when you buy from an unauthorized machine vision camera and component distributor or dealer.

It simply is not worth the price you'll pay in the long run, if the equipment fails, adversely affects the quality of your data, and is not covered by warranty for the repairs.

2

Does the Machine Vision Distributor Provide Stocked Inventories and Supply Chain Support?

Selecting the right cameras and components for your system is only the first step. Next you have to ensure that the machine vision distributor can offer you timely delivery. This is of particular importance if you are a system designer or integrator who requires just in time (JIT) delivery of your products to meet your manufacturing or system installation schedule needs.

An authorized machine vision distributor with large inventory levels will be able to get you the products you need, when you need them, to support your supply chain and **Just In Time** (JIT) inventory requirements.

An authorized distributor offers you a greater advantage. Typically an authorized distributor will hold buffer stock for manufacturers to offset long lead times. An authorized machine vision distributor with large inventory levels will be able to get you the products you need, when you need them, to support your supply chain and Just In Time (JIT) inventory requirements. If you're really lucky, your authorized distributor can offer you same day delivery! This is a tremendous advantage to OEMs looking for faster time to market for their products and to system integrators working to meet their system delivery date.



3

Does the Distributor Provide Pre- and Post-Sale Product Support?

The best case scenario is a knowledgeable distributor who can effectively provide you with both pre- and post-sale product support.

The relationship starts with the product selection process. Even the most expensive camera won't provide you much value if it's not paired with the right lens, lighting, cables, or other components. Choosing the right combination of products for your application is essential for getting the results you desire. Only a distributor with extensive product and application knowledge is able to give you the expert guidance you need to avoid costly mistakes and to maximize your ROI.

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Post-sale, when you run into a snag, or have a question that only an expert can answer, you're going to really appreciate being able to call your trusted, knowledgeable machine vision distributor!



4

Is the Distributor Vertically Integrated?

A vertically integrated machine vision distributor represents most popular manufacturers for the majority, if not all, of the system components you will need. There are tremendous advantages to partnering with a single-source supplier. Chief among them is the time and hassle you'll save!

Machine vision systems are typically made up of a variety of components: camera; lens; maybe a framegrabber; lighting; filters; cables; and controllers, for example. To ensure your system delivers the high quality data reliability, and repeatable performance you require, you have to select parts that work together.

Now you start to recognize the value of a vertically integrated distributor – one with deep knowledge of leading products and sophisticated applications. Working with a vertically integrated distributor not only makes the purchase process much less complicated, it offers you the expert guidance you need throughout the product selection and purchase process to ensure you invest wisely and with confidence.



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5

Does the Distributor Offer Factory Modification?

Sometimes there is a need for product modification or customization, particularly in the case of rugged, demanding industrial and scientific applications. Not all products deliver the required performance out-of-the-box.

Modifications that are possible are typically granted by a manufacturer who has a special relationship with a distributor whom they know personally, and whose technical knowledge and judgement the manufacturer has confidence in.

A distributor who has a special relationship with the manufacturer can help you to get the product modifications you need.



6

Does the Distributor Have Trusted Industry Recognition?

A machine vision distributor who has been around since the dawn of the machine vision industry ensures you get the trusted support and industry expertise you require.

Longevity and the well-earned trust of major manufacturers also attracts new manufacturers, who place their trust in the distributor to represent their innovative, game-changing products too. That opens up your options dramatically, giving you a wider variety of industry leading technologies and solutions to choose from.

But the real value comes with the peace of mind knowing you're partnering with the right machine vision distributor to help you meet your application and business objectives. They know personally, and whose technical knowledge and judgement the manufacturer has confidence in.

- ✓ Expert guidance.
- ✓ Profound product and application knowledge.
- ✓ The right relationships with leading manufacturers.
- ✓ Longevity.
- ✓ Unrivalled customer service.
- ✓ And a well-stocked inventory.

The real value comes with the peace of mind that you're partnering with the right machine vision distributor.



Established in 1986, Phase 1 Technology is one of the oldest and most respected vertically integrated machine vision distributors in the industry. We are also one of the largest stocking distributors representing leading manufacturers and technologies and are able to offer same day delivery in most cases.

**Need help finding the best solution for your application?
Talk with Us. (888) 434-2390**

