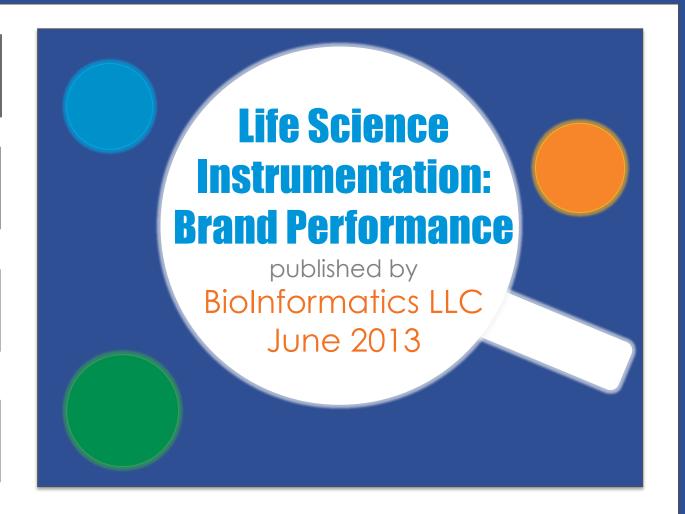
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ZEISS

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KEY Findings

Performance ranks # 1

Ease-of-use ranks #2 with **Industrials**

Value ranks #2 with **Academics**

Delivery guarantee ranks #10

Purchase Drivers Ranked

Rank	Academic (n=1,025)	Industrial (n=342)
1	Performance	Performance
2	Value for price paid	Ease-of-use
3	Ease-of-use	Usability
4	Usability	Value for price paid
5	Level of innovation	
6	Technical support for product	
7	Compatibility with other products	
8	Information	
9	Availability	
10	Delivery guarantee	

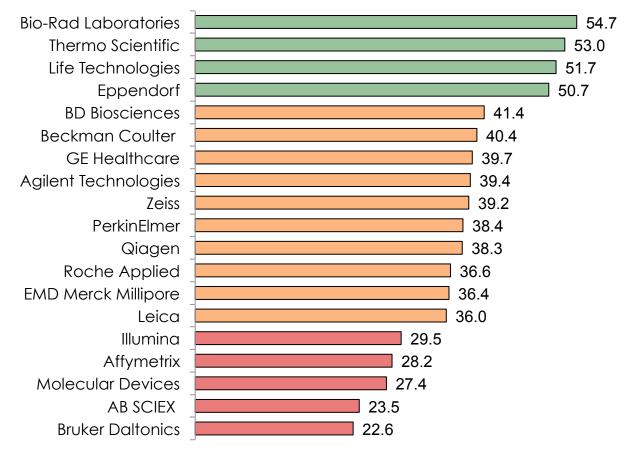
BRAND STRENGTH INCLUDES:

UNAIDED AWARENESS

USAGE

WILLINGNESS TO **RECOMMEND**

Life Science Instrument Brand Strength



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