

# 2021 Lab Purchasing Trends

BrandTech® Scientific pulled key insights from the 2021 Annual Purchasing Survey from **Lab Manager®**, which was completed by 583 readers. The data highlights trends in the lab, where participants see budgets being allocated, and what products are priorities. The results all point to a positive financial status for labs with budgets consistent or increasing year over year.

## Who participated in the survey?

45%



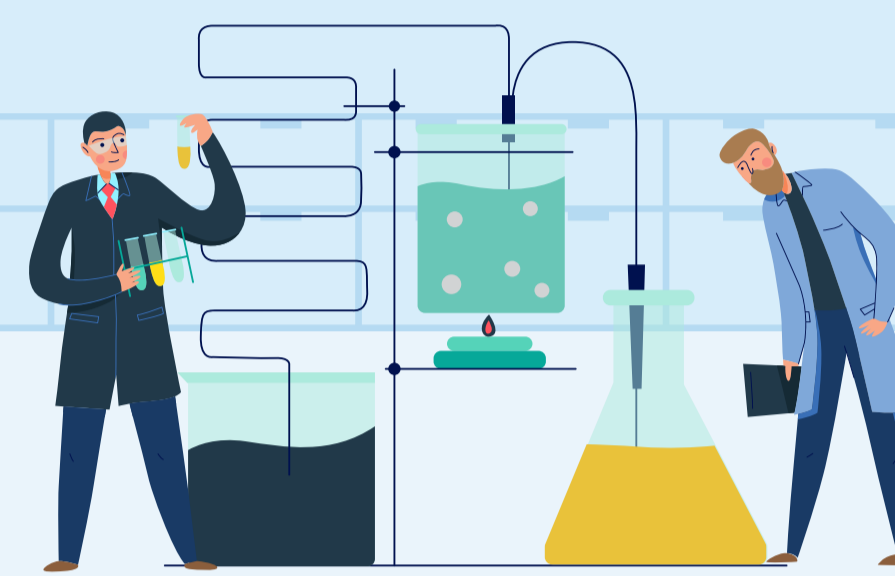
Lab Manager / Supervisor / Director

7%



Academic Professor

11%



Research Scientist

1/3

work in research and development

1/3

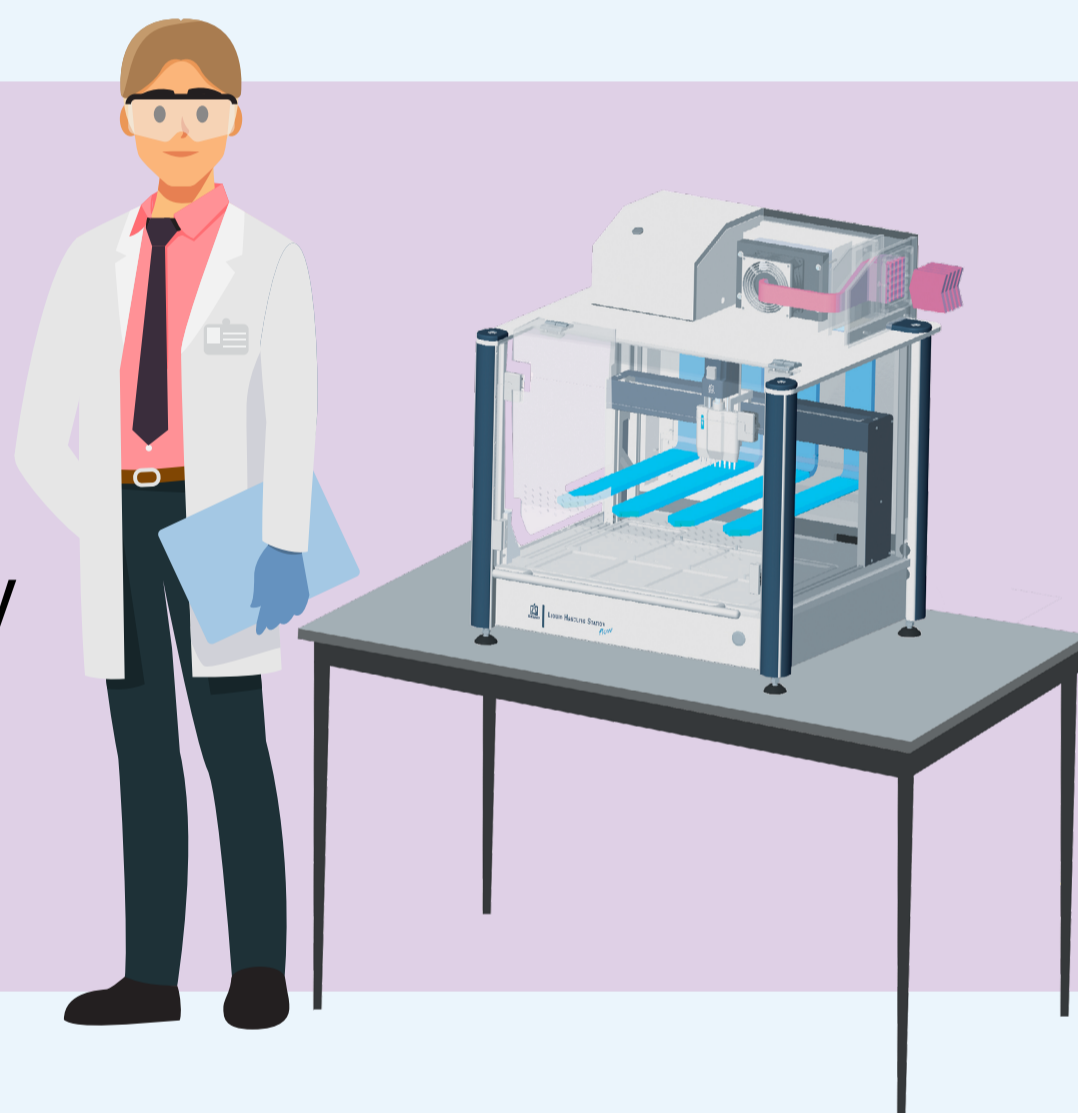
work in a university or college

1/2

work in a lab of 10 or fewer people

## Key insights on finance and purchasing

**72%** of new tech purchases are initiated by the lab manager or primary researcher



The most important factors to influence a purchase decision

#1

Sale support/warranty

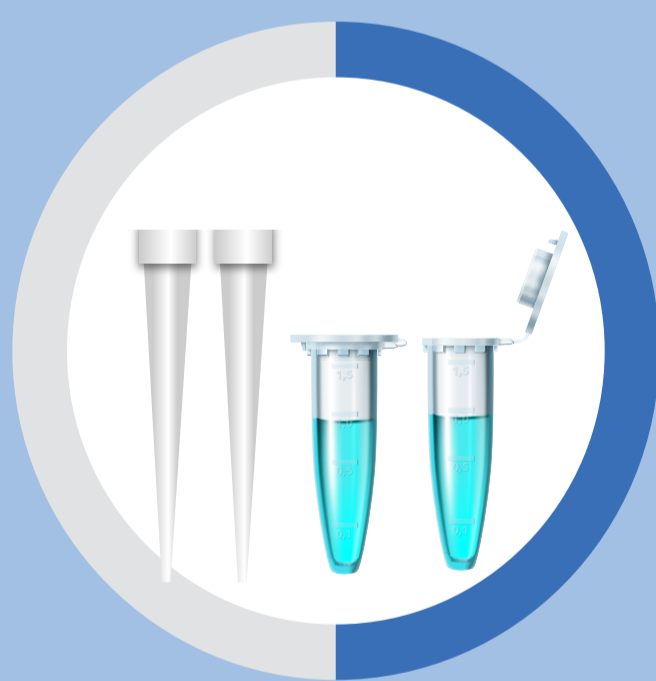
#2

Price

#3

Value

The highest immediate demand is for consumables with **over half surveyed** indicating the need as soon as possible.

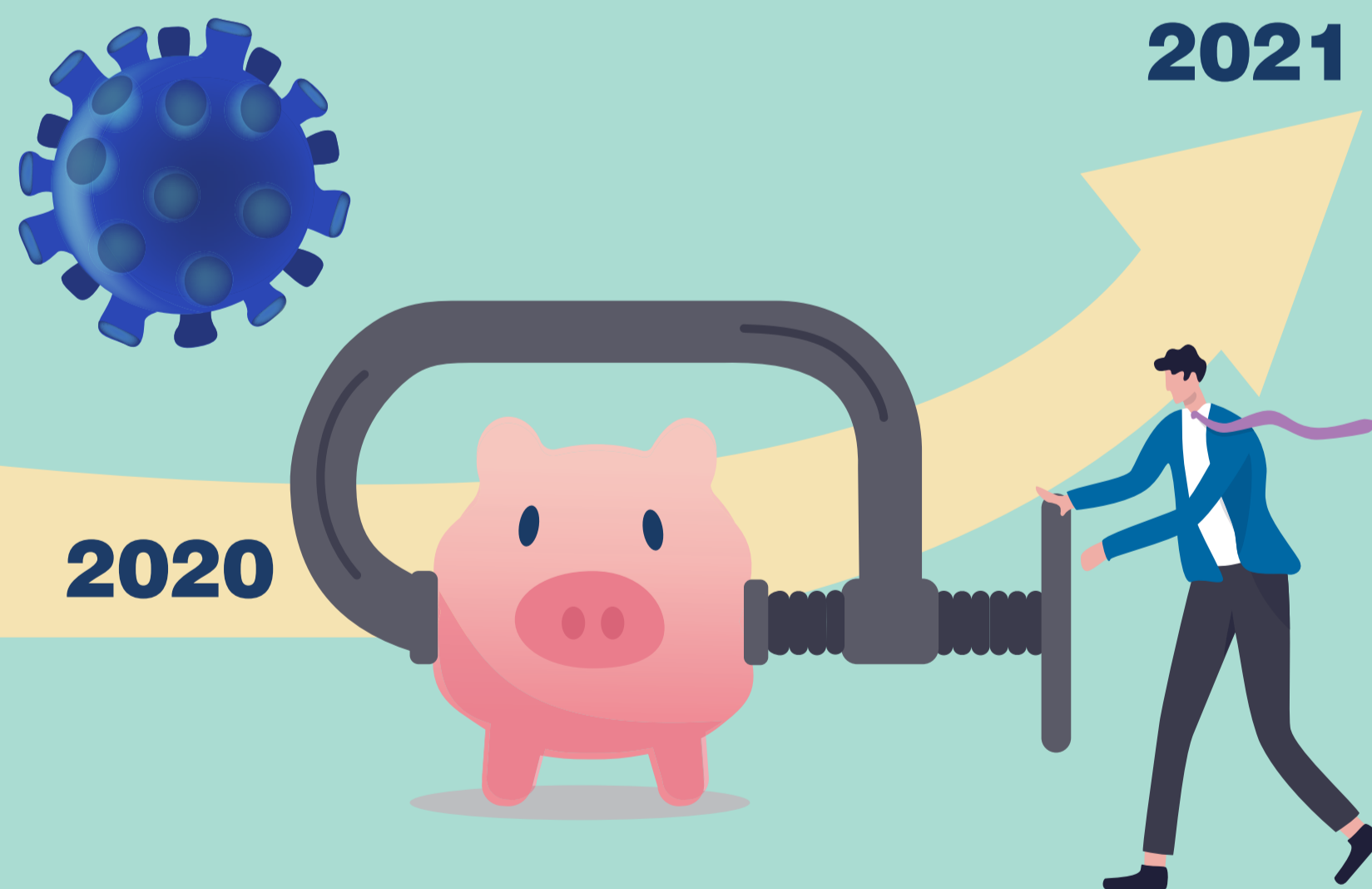


**20%** indicate a consistent need for pipettes and dispensers now, in 6 months and in 12 months



2020

2021



**Budgets will be consistent or increasing year over year**

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Thanks to **Lab Manager®** for the use of this survey information, for more on the survey results [CLICK HERE](#).