



# OEM

For the Original Equipment Manufacturer with demanding product development cycles and a need for scalability, Ocean Optics provides sound solutions in large or small runs.

Our optical sensing products deliver proven performance and are smaller and more flexible than comparable brands. These modular products are ideal for a variety of processes and easily scalable.

Ocean Optics is a unique and vertically integrated partner providing you with an entire range of parts and equipment for optical, oxygen and pH measurements.

# Your Dedicated OEM Partner

Since 1992, Ocean Optics has enabled over 150,000 customer solutions. With our vast variety of spectrometer models, custom photometric systems, light sources, sampling accessories, optical fibers and thousands of available configurations, Ocean Optics has the uncommon ability to assist you at the component level or with entire systems.

Whether you are developing a groundbreaking new analytical technique or designing the next-generation system for sophisticated markets, Ocean Optics has the knowledge and experience to help you succeed.

Ocean Optics' OEM Division was established to guide you from product development through launch by providing you with outstanding pricing as well as customized assistance in getting the most from your Ocean Optics equipment.

Whether you're interested in smaller runs or larger volumes, Ocean Optics can provide you discounts that allow you to take your product from vision to reality.



## Technical Capabilities

We offer worldwide engineering support ranging from optical design and software engineering to rapid prototyping and feasibility testing. Our global OEM Team is available to directly address your needs – especially during the vital early phases of product design. Plus, our experience makes us the logical choice for supporting both modestly sized OEMs and larger-volume customers.

### Clear Advantages

- More than 20,000 applications enabled
- Complete suite of miniature fiber optic spectrometers, optical sensors and accessories
- Custom optical fibers and probes
- Provider of sub-systems, instruments and fully integrated modules
- Proprietary technologies for optimizing spectrometer performance
- Easily scalable products – from tens to thousands of units
- The opportunity for entrepreneurs to co-market
- Dedicated OEM Engineering Team providing optical, electronic, mechanical and software support
- Dedicated OEM Sales and Applications support



## Quality Without Compromise

Ocean Optics is ISO 9001:2008 Certified, assuring adherence to the International Standards Organization's benchmarks in design, development, manufacturing and service.

### Testing Capabilities

Quality begins with a strong product specification plan. To ensure best performance, we conduct feasibility studies, administer life cycle testing and perform other instrumentation analysis.

# OEM Products

## The World's Most Innovative Spectroscopy Products

Our miniature spectrometers, fiber optics, optical components and sensors are used in a vast array of OEM products. Ocean Optics is known for providing specialized solutions for a broad range of manufacturing applications.

The volumes you require, the delivery you need and the quality you demand are all assured under the Ocean Optics OEM program.

The diversity of Ocean Optics' spectrometers, accessories, fiber assemblies and sensor solutions allows us to effectively fulfill your requirements:

- Spectrometer models ranging from Deep UV (150 nm) to NIR (2500 nm)
- Custom photometric solutions inclusive of light source, free beam or fiber coupling to the sample, detector and interface electronics
- Multi-channel systems
- Collimating optics, sample holders, flow cells, filters and reference standards
- Probes, patch fibers, furcated assemblies and custom fiber assemblies
- O<sub>2</sub> and pH probes and patches for in situ or non-invasive measurements
- Metrology laboratory for NIST traceable UV, VIS and NIR irradiance calibrations (210 - 2400 nm)



### STS Micro Spectrometer

The STS is a compact, low-cost spectrometer that's ideal for embedding into OEM devices. At just 40 mm x 42 mm x 24 mm, the STS has low stray light, high signal to noise and optical resolution of ~1.5 nm (FWHM) – remarkable performance for a spectrometer that size.

The STS is an especially attractive option for high-intensity applications such as LED characterization and absorbance/transmission measurements, yet versatile enough for an extensive range of spectral sensing requirements.



# OEM Developer's Program

Helping You Meet Your Goals

At Ocean Optics, we understand the challenges involved in integrating another company's component into a new product or next generation system. Because of that, we've created the Ocean OEM Developer's Program -- an initiative designed to bring you serious discounts, technical assistance and guidance throughout the entire product development cycle.

## How it Works

Once commercialized, we offer an aggressive volume discount based on your forecasted sales. To get things started, our typical program follows these steps:

- The OEM proves feasibility using one of Ocean Optics models, purchased at list price. Alternatively, the OEM can have their feasibility study conducted by one of Ocean Optics' Applications Laboratory staff members.
- Once a determination is made to pursue product development, the OEM purchases the Ocean Optics OEM Developer's Agreement
- During the integration process, Ocean Optics works closely with the OEM to optimize the final system configuration and generates a Product Specification that ensures system-to-system consistency.
- Once an OEM is ready for commercialization, a discount rate is applied, based on forecast annual sales.
- We value the proprietary nature of each OEM relationship and support that confidentiality with mutual agreements.



## OEM Developer's Agreement

The Ocean Optics OEM Developer's Agreement provides OEMs with a 25% discount on the purchase of products for up to one year during the product development process. If the development cycle is longer than one year (as is the case with many medical applications), your agreement may be renewed at a reduced rate.

We also provide OEM engineering support to assist with all aspects of the integration and commercialization process. This includes software, electronic, optical, mechanical and firmware support in addition to NRE services for your product.

## Product Specification

We understand the importance to every OEM that product is consistent in performance and quality. Working with our engineering team, we develop a Product Specification unique to your system requirements. With our Product Specification, you have the following benefits:

- The system configuration and bill of materials for all components provided
- Any custom features such as unique firmware, hardware modifications and more
- Test and QC requirements that may specify sensitivity matching at select wavelengths, thermal cycling, stray light, wavelength ratio tolerances or linearity correction at specific absorbances
- Definition of the test hardware to be used to ensure that both Ocean Optics and the OEM are testing to the same standards
- Revision level of the Product Specification and authorization

# Worldwide Support

With locations in the United States, Europe and Asia, Ocean Optics' OEM Division is able to provide unparalleled service -- before and after the sale.

### Ocean Optics Worldwide Headquarters

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