



**WORLDWIDE DISTRIBUTION CHANNEL FOR SCIENTIFIC INSTRUMENTATION**  
NORTH & SOUTH AMERICA EUROPE INDIA CHINA JAPAN KOREA SOUTHEAST ASIA

**DISCOVER NEW WORLDWIDE TERRITORIES FOR YOUR PRODUCTS**  
**WORLDWIDE DISTRIBUTION CHANNEL FOR SCIENTIFIC INSTRUMENTATION IN RESEARCH & INDUSTRY**

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**QDI IS FOUNDED UPON A 30+ YEAR TRACK RECORD OF SERVING THE SCIENTIFIC COMMUNITY**

## QUANTUM DESIGN INTERNATIONAL

Quantum Design International (QDI) is a global manufacturer and distributor of scientific and industrial instrumentation. Headquartered in San Diego, California, QDI owns and operates direct offices in each of the major technology markets throughout Europe, Asia, and the Americas. Through this network of local offices, QDI offers maximized geographical coverage through a single, powerful distribution channel.

QDI's team of highly trained sales and technical service professionals offers your customers "front line" technical support, providing the highest level of product knowledge and expertise to academic and industrial scientists. In turn, we work closely with each of our distribution partners, becoming experts on each company's products and target customers to give your products the highest opportunity for worldwide market success.

QDI delivers access to worldwide markets and provides the local marketing, sales and technical support you need to expand your business. With QDI, you can implement a targeted global distribution strategy at a fraction of the cost of setting up and managing your own direct offices or multiple distribution agreements.

QDI offices are strategically located around the world in key markets for scientific instrumentation — streamlining your access to researchers and developers across Asia, Europe and the Americas. Our offices in the USA, Japan, China, India, Korea, Taiwan and Brazil, as well as eleven European countries, provide you with an effective connection to major international markets for your products. This connection gives you a level of representation that is second best only to you being there.

Extend the power and reach of your organization by partnering with QDI — the most powerful and respected supplier of scientific instrumentation for research and industry in the world.



## THE QDI SALES AND SERVICE ADVANTAGE

QDI understands that the key to successfully penetrating new territories and foreign markets is local offices dedicated to meeting your customers' unique needs. Through these offices we can keep you connected with local business rules, traditions and culture which often vary from country to country, and region to region.

Each of QDI's direct offices throughout the world is staffed by local nationals who are multilingual and prepared to act as your interface with foreign markets. Sales engineers are well-versed on specific local trading rules, ensuring compliance and good customer relations, and are familiar with procedures and norms native to the territory.

At QDI, we like to think of ourselves as an extension of your sales and service departments, and therefore place the utmost importance on open, unobstructed communication with each of the manufacturers we represent. This communication includes keeping you well-advised on industrial standards relevant to your market, explaining local safety regulations, updating you on market trends and local competition, keeping you apprised of competitor activities, and bringing technical matters to your attention.

After the sale, each QDI office provides in-house service capability with a professional staff trained in a myriad of disciplines, such as mechanics, electronics, molecular biology, physics, and material science. This local service model translates into better, more timely and more effective service — and customer satisfaction for your customers is our top priority.

**“We have greatly benefited from the team at Quantum Design International. We instantly had worldwide coverage for our product and their sales and service staff were able to promote the product quickly and handle on-site repairs.”**

**-Brian Smithgall, Montana Instruments**

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**QDI worldwide offices are staffed by local nationals who are multilingual and dedicated to meeting your customers' unique needs in foreign markets**



## A HISTORY OF INNOVATION

Founded in 1982, Quantum Design develops and markets automated temperature and magnetic field testing platforms for materials characterization. These systems offer a variety of measurement capabilities and are in widespread use in the fields of physics, chemistry, biotechnology, materials science and nanotechnology. A broad product line allows Quantum Design to address the scientific and operational requirements of researchers around the world. Other products manufactured by Quantum Design include a full line of helium liquefiers and recovery systems, a compact IR crystal furnace, and a superconducting, high gradient magnetic separator.

Benefiting from its depth in instrument design and manufacturing, Quantum Design (QD) has become the leading commercial source for automated materials characterization systems incorporating superconducting technology. Quantum Design's expertise in scientific instrumentation, along with a proven history of problem solving for scientific and industrial researchers around the world, provides a solid foundation for successfully representing other manufacturers of scientific instrumentation.

When you become a distribution partner with Quantum Design International, you gain the benefit of 30+ years of experience.

### QUANTUM DESIGN HAS A LONG HISTORY OF PROVIDING INSTRUMENTATION AND SUPPORT TO A GLOBAL SCIENTIFIC COMMUNITY

#### QDI TIMELINE

- 1982 Quantum Design Inc.
- 1997 Quantum Design Japan
- 2003 Quantum Design Korea
- 2004 Quantum Design China
- 2007 LOT-Oriel becomes part of QDI Network
- 2008 Quantum Design India Service Centers
- 2010 Quantum Design South America
- 2012 Quantum Design India Sales Offices
- 2013 Quantum Design Southeast Asia

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Benefit from Quantum Design's unparalleled global expertise in scientific instrumentation and industrial research.



## PARTNER TECHNOLOGIES & APPLICATIONS

QDI offers high technology manufacturers access to many of the world's top laboratories and analytical centers within industrial, educational and government organizations.

With over 400 employees worldwide, QDI's growth and success is built upon trusted business relationships and a strong reputation for reliability and customer support.

### **Become a Partner**

QDI offers a wide range of new and exciting opportunities to companies interested in expanding their global footprint. If you are interested in joining the QDI Global Network, contact our headquarters or one of our local offices today.

**"I would recommend QDI to any company with an appropriate technical product needing consistent sales and service coverage worldwide."**

**- Russell Cowburn, Durham Magneto Optics Ltd.**

**QDI's represented product lines serve a wide range of analytical requirements in the areas of:**

- BIOTECHNOLOGY
- CRYO-TECHNOLOGY  
(Cryostats, Cryocoolers, Compressors)
- IMAGING  
(IR, C-MOS, Thermography, Hyperspectral)
- HELIUM LIQUEFACTION AND RECOVERY
- LASERS AND OPTICS
- LIFE SCIENCES
- LIGHT SOURCES/DETECTORS
- MAGNETOMETRY
- MATERIAL CHARACTERIZATION  
(Physical Properties, Magnetization)
- METROLOGY
- MICROSCOPY
- NANOTECHNOLOGY  
(SPM, AFM, Lithography, MOKE, MBE)
- OPTICS
- SPECTROSCOPY
- SURFACE SCIENCE  
(X-Ray Technologies, SEM, TEM, Electron Spectroscopy)

**Join the QDI Network.** If you are interested in joining the QDI Global Network, contact our headquarters or one of our local offices today.



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## WORLDWIDE OFFICES



### USA (HEADQUARTERS)

Contact: [www.qdusa.com](http://www.qdusa.com)  
Office: San Diego, California



### EUROPE/LOT

Contact: [www.lot-qd.com](http://www.lot-qd.com)  
Offices: Benelux, France,  
Germany (HQ), Italy, Poland,  
Romania, Russia, Spain, Sweden,  
Switzerland, Turkey, UK



### JAPAN

Contact: [www.qd-japan.com](http://www.qd-japan.com)  
Offices: Tokyo (HQ), Osaka



### CHINA

Contact: [www.qd-china.com](http://www.qd-china.com)  
Offices: Beijing, Shanghai, Guangzhou



### INDIA

Contact: [www.qd-india.com](http://www.qd-india.com)  
Office: Mumbai



### KOREA

Contact: [www.qdkorea.com](http://www.qdkorea.com)  
Office: Seoul



### BRAZIL

Contact: [www.qd-americanosul.com](http://www.qd-americanosul.com)  
Office: Campinas



### SOUTHEAST ASIA

Contact: [www.qdusa.com](http://www.qdusa.com)  
Office: Hsinchu, Taiwan

