

Metrohm becomes value-added reseller of Agilent mass spectrometry and ICP-MS products

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Metrohm is pleased to announce that they have entered into a non-exclusive agreement that allows Metrohm to become a value-added reseller for Agilent single- and triple-quadrupole mass spectrometers (MS), ICP-MS products, software, and services in France, Spain, Switzerland, UK, and Ireland. This new partnership significantly expands the ion chromatography (IC) capabilities of Metrohm and opens numerous additional application possibilities, particularly in the environmental, and food and beverage analysis markets.

Building upon the cooperation established in 2003 and Metrohm IC instruments integrated into Agilent's Open Lab software, this agreement deepens the partnership and expands existing application development and lifecycle support for customers. Offering Agilent MS and Metrohm IC products through a single channel brings together two powerful technologies and simplifies the customer experience by making these Metrohm companies the one-stop contact for system configuration, purchase and support.

"We are very excited to grow the portfolio of solutions that we can bring to our customers in France, Spain, Switzerland and UK/Ireland," says Volker Frost, Vice-President of Sales of Metrohm EMEA. "With our solutions, we offer significant added value to our customers. Therefore, we only work with a very few selected partners whose products offer this added value in combination with ours. The partnership with Agilent Technologies allows us to offer complete solutions for coupling IC with mass spectrometry and ICP-MS to expand our applications footprint."

"We're pleased to add Metrohm as a value-added reseller," says Maria Angeles Diaz, Vice-President of Agilent's EMEA Sales. "We have high standards for the companies we select to handle our mass spectrometry portfolio, as well as ICP-MS product lines, and Metrohm fits the bill perfectly."

The unique solvent compatibility and separation chemistry of Metrohm IC instruments offers a huge variety of sample preparation benefits for MS analysis. When coupled with the powerful detection capability of Agilent mass spectrometers and software, customers can significantly expand their analytics and access results and new insights. Advanced applications such as the detection of haloacetic acids in drinking water and determination of heavy-metal species in food products are now easily feasible.

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