



Should You Upgrade an Aging Color Instrument That Still Works? Find out by simply filling this checklist.

Before you ask management for budget, answer these questions yourself. Fill in each section, total the numbers in Section 4, and you'll walk into the conversation with a case—not a hunch. HunterLab can help you benchmark any figure you're unsure of.

1. Lifecycle & Supportability — Is “it still works” actually true?

<input type="checkbox"/>	How old is the current instrument, and where does it sit in its expected service life?
<input type="checkbox"/>	Is the hardware still supported by the manufacturer? Are spare/replacement parts still available?
<input type="checkbox"/>	Is the software still supported, updated, and compatible with our current/planned operating systems?
<input type="checkbox"/>	How frequently does it now require service, recalibration, or repair—and at what cost per year?
<input type="checkbox"/>	What is our contingency if it fails tomorrow? How long would our quality line be down?
<input type="checkbox"/>	Has measurement drift or instrument-to-instrument disagreement been observed over time?

2. Risk & Compliance

<input type="checkbox"/>	Can the current instrument meet our customers' and regulators' tightening color tolerances?
<input type="checkbox"/>	Are we exposed to audit findings due to aging equipment, drift, or unsupported software?
<input type="checkbox"/>	Do we need electronic records / electronic signatures (e.g., 21 CFR Part 11) support we don't currently have?
<input type="checkbox"/>	What is the business risk (lost orders, holds, recalls) if color quality is challenged and we can't defend it?
<input type="checkbox"/>	Would an unplanned failure force an emergency purchase at a worse price and timeline?



3. Productivity, Standardization & Continuity

<input type="checkbox"/>	How much operator time does each measurement take today vs. a modern, touch-based workflow?
<input type="checkbox"/>	Do we measure color and gloss (or capture images) in separate steps that could be combined?
<input type="checkbox"/>	How many sites/instruments need to agree? Is inter-site color consistency a current pain point?
<input type="checkbox"/>	Will our existing color standards, tolerances, and historical data carry forward after a correlation study?
<input type="checkbox"/>	How much training time would a modern interface save for current and new operators?

4. ROI & Hidden Costs — the numbers that win the meeting

Estimate annual figures. These fields are a framework—fill in your own data; HunterLab can help you benchmark them.

Cost / benefit factor	Your figure
Annual cost of rework / re-runs attributable to color decisions	
Annual scrap / wasted material from out-of-spec or disputed color	
Annual cost of customer complaints, returns, and concessions (color-related)	
Operator labor hours/year spent measuring + resolving color disputes (× loaded rate)	
Annual service, repair, and recalibration cost of the current instrument	
Estimated downtime risk cost if the current instrument fails (per day × expected days)	
Estimated annual savings/benefit after upgrade (sum of reductions above)	
Instrument investment (purchase, install, training) – any trade-in value	
Simple payback period (investment ÷ annual savings)	



5. The One-Line Summary for Leadership

We should upgrade because:

Estimated payback period: _____ Primary risk of waiting: _____

Need help filling in the numbers?

HunterLab's specialists help you benchmark your installed base, quantify the cost of staying put, and plan a smooth transition. [Schedule a no-obligation consultation.](#)

HunterLab — The Global Leader in Color Measurement Solutions Since 1952.