Sage Analytics Top Customer Questions

1. How much does the Beacon and/or Profiler cost?

They both are the same price $23,900. We do offer financing op

Northstar Financing

Monthly Payment Estimator

No matter what your budget, we have a solution to make owning a unit easy on your wallet.

2. What is the difference between the Beacon & The Profiler II

The main difference is aesthetics. They both use the exact same technology (NIR Spectroscopy) and function identically, but the Beacon only weighs 4.5 lbs and the touchscreen is integrated, where as the Profiler II is around 9.5 lbs and has a separate touchscreen tablet. The Beacon is more of a desktop unit, a bit sleeker and sexier and made for more of a dispensary environment, whereas the Profiler II is more of a bench top unit and made for more industrial/commercial environments such as labs, grow houses or extract processing facilities. You can literally power wash the Profiler II at the end of the day and the optics won't be harmed, it's that bomb proof.

3. What types of products can it test?

It can test both cured flower and concentrates. The concentrates have to be uncut and in the pure form. It can't be cut with any type of oil or solvent because that will interfere with the NIR reading.

Concentrates that can be tested using the Beacon or Profiler II

- Kief
- Hash
- Bubble Hash, Ice Water Has, Cold Water Hash, Full Melt
- BHO (Butane Hash Oil)
- PHO (Propane Hash Oil)
- Shatter, Sap, Pull-n-snap
- Wax
- Budder
Crumble
Live Resin
Rosin
CO2 Oil
RSO (Rick Simpson Oil)
Winterized Oil
Distillates
CBD Isolate
THC-A Isolate / Crysalline

Concentrates Sage CAN’T measure
Moonrocks/Caviar
Vape Oil
Cannabutter

4. Can it test edibles?

No, we can test edibles because there are too many other ingredients in the mix (olive oil, sugar, flower, salt etc..) and the device is designed to measure only cannabis. You still have to send it out to a 3rd party testing lab to get your edibles in their final form tested.

5. Does it test for Terpenes, Pesticides, Molds or Residual Solvents?

No, we can only test for potency. The type of technology we use, NIR spectroscopy, has a detection threshold of 2% or above, and terpenes, pesticides etc..are way below the 2% threshold and usually in the parts per million.

6. Is there anything on the market that I can buy that measures for everything?

No, that’s called a God Box and it doesn’t exist. You still have to send out to a 3rd party testing lab to get Terpenes, molds, pesticides and residual solvent testing done.

7. Is your device state certified?

No, you cannot certify devices. Only labs can be certified. If our device is used in a lab that is a state certified lab, then it is considered to be part of their certification process and is considered acceptable technology for use in determining potency.
8. Can I use your device in place of a 3rd party lab?

No, you will still have to send out your minimum sample requirement to a 3rd party, state certified lab in order to be compliant with the state. The state will not allow self testing. But, you can use our device to test all your product before you send it out to the lab, so you can basically cherry pick which product you want to have the official seal of approval on.

9. Does it come with the label printer or is that extra?

The price includes the Beacon or Profiler, the label printer, a roll of CannaMetric labels, a sleeve of 100 disposable sample cells, calibration pucks, plus a sample prep accessory kit.

10. Are there any consumables?

The lightbulb is the only consumable on the device. It is rated for 1500 hours. We have designed it so that you can replace the bulb yourself and do not have to send it back to us for replacement. Replacement bulbs are $150 and can be purchased through Allied Scientific Pro.

The other consumable would be the disposable sample cell holders for extracts. It comes with a sleeve of 100, but after that it's $89 for another sleeve of 100. You can purchase those directly through Allied Scientific Pro.

11. How long does it take to do a test?

Each test takes less than 10 seconds. It is super user friendly and intuitive to use, so you don't need a highly skilled person to run the device.

12. Can I measure buds that are still on the plant?

No, you need to cure them so that the moisture level is less than 7% to get the most accurate reading.

13. How does your device compare to HPLC or GC? What is the accuracy?

We actually built our data model using HPLC test results from a state certified lab in CA. Our results are very similar to lab results, but I would never say that we are more accurate than HPLC or GC results.
We have measured about a +/- 1-2% error in our bud model and +/- 3-4% in our extract model. In practice, we have seen lower variances, when compared to GC or LC. The comparison also depends on (a) the exact same sample being analyzed by both methods, and (b) the quality of the lab data, which in this industry, can sometimes be suspect. The methods used by the lab also can skew results.

14. Do you have references that I can call that have purchased your device?

Yes, we will e-mail you a reference list.

15. Does it destroy the sample after the test?

No, that’s the beauty of NIR. It’s only using light to measure down to the molecular level of the sample, so you can smoke it or ingest it immediately after testing.

16. Is it truly mobile?

Yes, both devices are small enough and lightweight enough that you can easily transport them wherever you go. You do need a power source though, but you don’t need to have wi-fi because it’s built into the device. It’s okay if you’re in a remote area that doesn’t have wi-fi, you will still be able to test samples.

17. Can I have my own logo on the labels.

There is a minimum order of 500 rolls of labels to get your own logo on them.

18. How much sample do you need to test?

For flower about 1/2 gram
For concentrates about 100 milligrams of solid concentrate and about 100 micrometers of liquid concentrates (about the size of the pad of your pinky)
19. Could I use this device as a mobile testing service?

Absolutely! We just sold a unit to someone who is doing exactly that. You could take the device around to dispensaries, grow operations and processors and test their product on the spot and charge per test.