

Unlock Your Lab's Hidden Productivity

SCIEX Laboratory Optimization Services



Our team has been able to re-engineer our analytical workflow and merge three methods into one, reducing our total run time from 90 to 30 minutes.

We anticipate the following results:



Productivity increase of 30-50%



Labor time decrease of 30%



Annual savings of 25 labor days and \$3,000 in solvents

Analytik Institut Rietzler, Germany

Today's Labs Don't Have it Easy

If you're managing an analytical laboratory, you know how challenging it can be to deal with challenges like:

- Increasing **numbers of samples**
- Meeting **tight deadlines**
- Delivering **high quality data** on time
- Coping with **high staff turnover**

The productive potential of your lab is lurking behind today's processes and practices.

All you need to do is to unlock it.



The Answer May Be Right in Front of You

Have you ever wondered if there's untapped potential to increase the efficiency of your lab? Or, if the people and instruments you already have could handle more samples, more complex workflows, and tighter deadlines?

In fact, it's likely that there is latent capacity in your lab that's hidden by:

- Samples waiting for processing
- Variable demand for analysis
- People waiting to get on instruments or computers
- Laborious manual reporting
- Lack of standardized processes for handling sample prep, analysis and data delivery

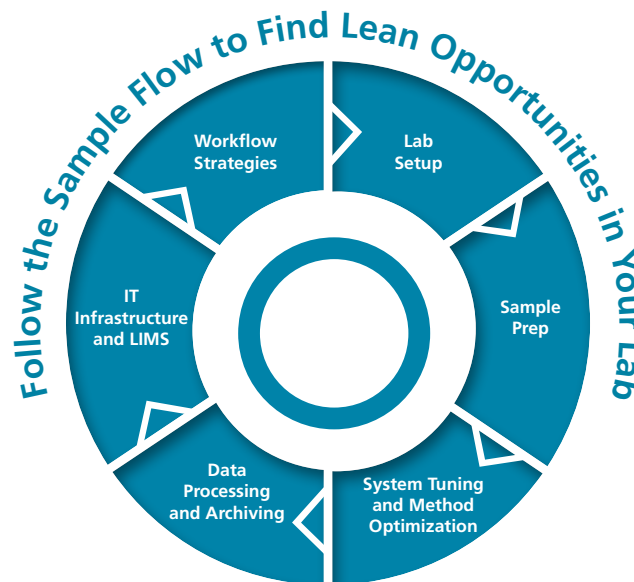


Reduce Waste, Increase Productivity

You can increase your throughput, reduce your costs and improve quality, if you can identify and get rid of unproductive activity. Eliminating waste and raising efficiency is the foundation of Lean Processing, used in multiple industries, from manufacturing to healthcare delivery.

By identifying and eliminating non-productive activity in your lab (waste), you'll be able to:

- **Level the workload** for more consistency
- Implement standard work instructions for routine workflows
- Identify the **training requirements** for new employees
- **Optimize your existing methods** and streamline development of new methods*
- **Improve data reporting** with automated templates and calculations
- Get **higher uptime from your instruments** with more efficient and regular maintenance
- **Empower your employees** to use their own creativity and experience to improve processing



*SCIEX does not provide, develop or optimize methods or assays used for clinical diagnostics.

Our labs were able to implement cost saving enhancements in material and labor, improve result accuracy, and enhance routine maintenance procedures.



Method optimization by best practices sharing resulted in annual materials savings of \$40K



Customized training enabled annual time savings of 85 days

Clinical Testing Lab, California

SCIEX Laboratory Optimization Services

The most difficult aspect of converting your lab to a more productive environment is the assessment of the current processes, and the definition of remedies to reduce waste.

SCIEX has been developing Lean strategies for analytical labs for several years, and has the experience and knowledge of LC-MS workflows to enable Lean processing in your lab.



Lean Labs Do More Science



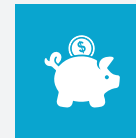
More consistency and predictability of workload



Higher instrument uptime



Better productivity and throughput



Lower costs per sample



Sustainable productivity with less effort

We Help Labs in these Domains



Pharma & CRO



Food & Environmental



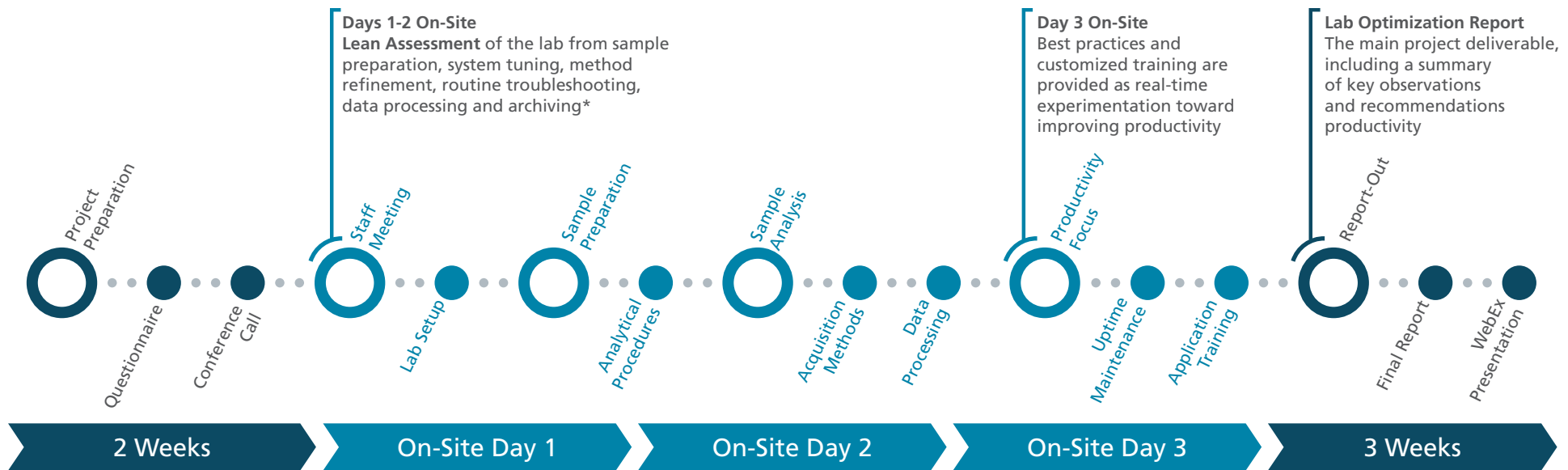
Forensics



Clinical* & Toxicology

*SCIEX does not provide, develop or optimize methods or assays used for clinical diagnostics.

Take Your Lab to the Next Level in as Little as Six Weeks



Uniquely Qualified and Experienced

SCIEX runs its business and its labs the same way it helps customers improve their workflows. Each member of our Lab Optimization Services team has **over 15 years of experience** in analytical labs and working with **complex workflows**.

We can help you unlock the productive potential in your lab by applying the same principles we use in our own labs.

One of our customers realized cost savings that equaled 4x the cost of the service, which doesn't even account for productivity and throughput increases.

Improve your productivity now: sciex.com/lab-optimization

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This program is particularly valuable for labs willing to get a better understanding of the overall LC-MS workflow and software functionality. The SCIEX consultant shared with us best practices that enabled us to:



Save ~10% of the time that we need to calculate a batch

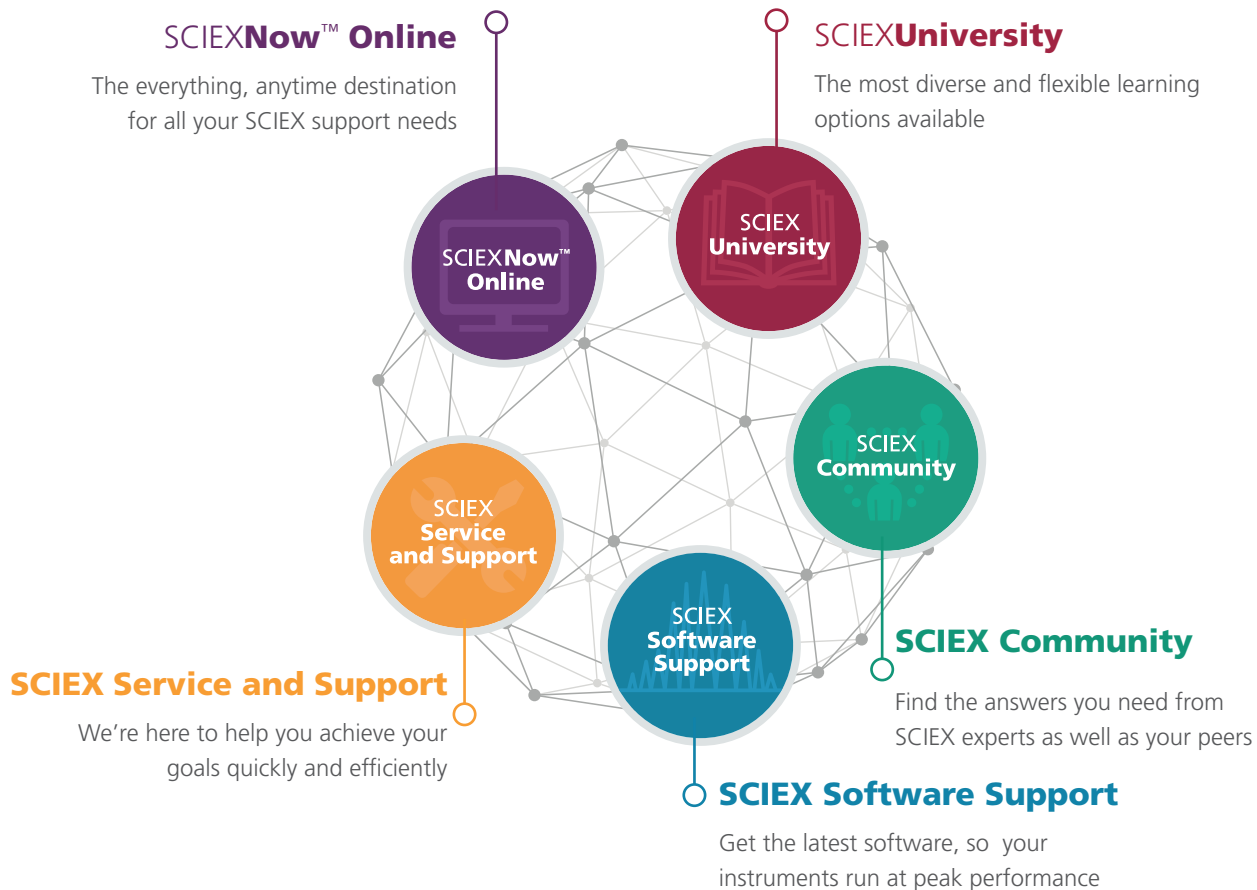


Save about 5-10 minutes per batch

Contract Testing Lab, Poland

Network Your Way to Success

Discover How the SCIE X Success Network Speeds and Simplifies Your Path to Answers



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Answers for Science.
Knowledge for Life.™

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