

“Quantum Time Savings with LIMS Deployment”.



Presented by:

Devender Gandhi, Sr. Director, Global Sales

Innovation.
Performance.
Success.

About the Presenter

- Comes from a *Laboratory* background.
- Understands *Challenges* of Laboratory Leaders.
- Over 30 Years of Laboratory Informatics *Experience*.
- *Helped* Customers select LIMS on ALL Continents.
- Have traveled to nearly 40 *Countries*.
- Invited Speaker for over *100* presentations at Conferences.
- Experienced to *help* many types of Laboratories.
- Passionate about *helping* Prospects become Customers.

- *“Don’t count every hour in the day, make every hour in the day count.”*
- *“Time is Money.” so....the more time you make, the more money you will have.*

Data → Results → Information → Knowledge → Wisdom



Agenda

- 6 ways to Quantum Time Savings
 1. Deploy Automated Scheduling
 2. Leverage Mobile LIMS Technology
 3. Maximize Instrument Integration
 4. Execute automated reporting and EDD Generation
 5. Use Barcodes and Label Printers
 6. SaaS, ResultPoint and RequestPoint
- Summary
- Contact Information – Action Items

Introduction to A LIMS Provider

- **Automating** Labs for 21 years, ISO Certified, MS Gold Partner
- >550 installed sites worldwide, with over 55,000 Concurrent Users
- **Workflow-centric LIMS Products** –
 - Sample Master® LIMS
 - TITAN® LIMS
- **LIMS Accessory Products** (for Sample Master® and TITAN®)
 - *iMobile (smartphone, iPad, tablets, laptops)*
 - *ResultPoint® and RequestPoint® (24x7 Self-service LIMS Kiosk)*
 - Instrument Integration – Worked with >450 Types
 - Barcode Starter Package – Scanners, Printers, Cables, Labels.

#1 Deploy Automated Scheduling

- *Submit Samples
- *Print schedules.
- *Drag and drop events.
- *Visualize events and have automated e-mails and alerts sent.
- *Never miss a sampling event so no need to stress out.

For Sampling Dates, CAPAs, Recertification's, Calibrations, Training, Instrument Maintenance, Supplies, etc.

Scheduled Task Calendar

Month	Week	Work Week	Day	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
April 2012				Apr 8	9	10	11	12	13	14
					7:25am Sample Sched	7:25am Sample Sched	7:25am Sample Sched	7:25am Sample Sched	7:25am Sample Sched	
				15	16	17	18	19	20	21
					7:25am Sample Sched	7:25am Sample Sched	7:25am Sample Sched	7:25am Sample Sched	7:25am Sample Sched	
				22	23	24	25	26	27	28
					7:25am Sample Sched	7:25am Sample Sched	7:25am Sample Sched	7:25am Sample Sched	7:25am Sample Sched	
				29	30	May 1	2	3	4	5
					7:00am Monthly	7:25am Sample Sched	7:25am Sample Sched	7:25am Sample Sched	7:25am Sample Sched	
				6	7	8	9	10	11	12
					7:25am Sample Sched	7:25am Sample Sched	7:25am Sample Sched	7:25am Sample Sched	7:25am Sample Sched	

Refresh Create Delete

#2 Leverage Mobile Technology

Location Flexibility - Work from anywhere. A user can work remotely and multi-task.

Saves Time - The time required to manage handwritten paper forms, and re-enter the information from the paper forms into the LIMS.

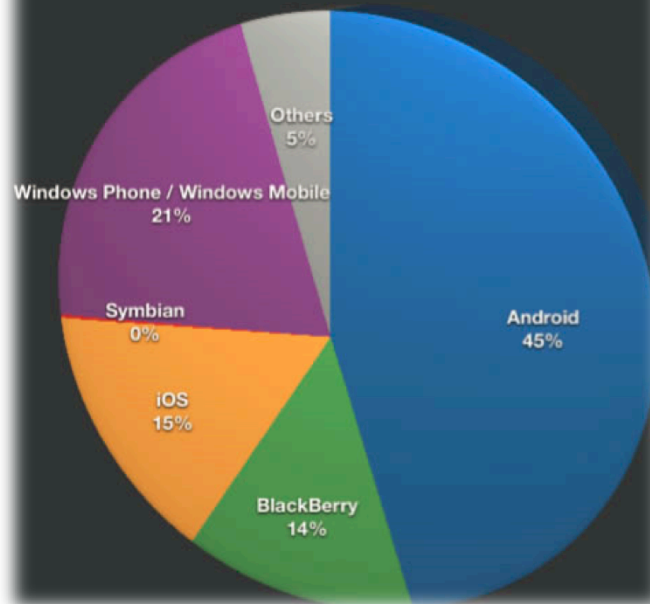
Enhanced Productivity - There is no need to wait for the collectors to return to the Laboratory, results are instantly available with no transcription errors and there is no need to store and manage paper forms.

Ease of Research - Research has been made easier, since users can access other software tools on the tablet or smartphone. Ability to leverage other functions such as GPS maps, camera, communications, phone, video conferencing.

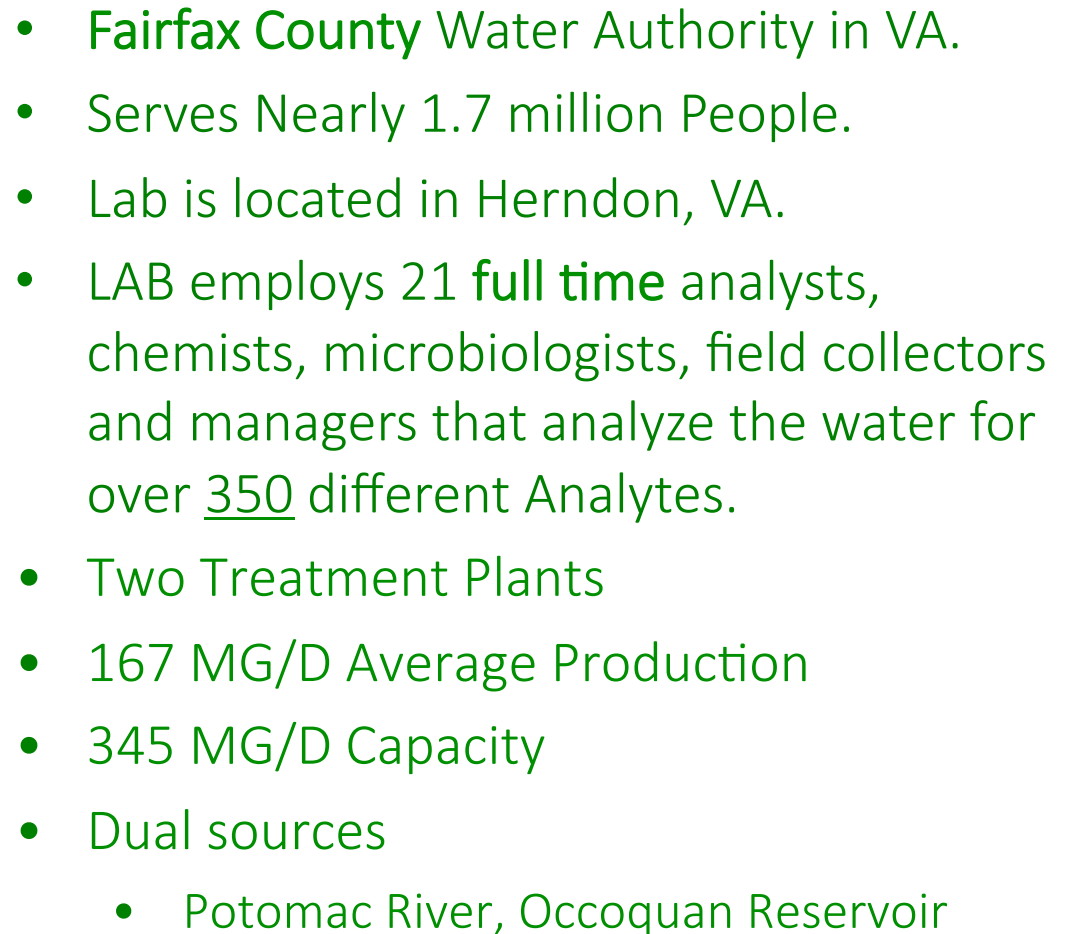
Streamlining of Business Processes - Business processes are easily available through secured connections. Workflows are streamlined – saving resources. Adequate measures have been put in place to ensure authentication.

Hardware – Key Players - BYOD

IDC's Prediction for
the 2015 Mobile Market



IDC is the Premier Global Market Intelligence Firm.



Environmental Field Collection

- Large Service Area
 - Reservoirs
 - Wells
 - Rivers & Streams
- In-Plant Faucets
- Water Main Breaks
- Hydrants
- Lakes, Ocean, Sea
- Customer Complaints



Conventional Field Data Collection



- Paper forms are filled out in the field – legible?
- Returned to the laboratory with the sample
- The field information and test results are keyed into the LIMS (opportunity for errors to be introduced).
- Original forms sent to storage facility (recurring cost to store)

Leveraging Mobile Technology to Increase Productivity and Data Quality, while Reducing Costs

Field Data Collection



Field collectors use mobile devices with the Sample Master® iMobile Application, and data is instantly uploaded to the laboratory LIMS.

Prescheduled samples appear on the mobile device to notify collectors of their daily worklist, and non-routine samples may be added as needed.

GIS coordinates can automatically be recorded and new tests can be added from a drop down list.

LIMS & Web Servers



Web Server



LIMS Server - Sample Master®
on SQL Server

Laboratory

Sample Accessioning



Data Analysis



Q/C & Reporting



Going Paperless



Expected Benefits:

Transcription errors virtually eliminated

Data captures are date/time stamped – transmitted to lab in real time

GIS Coordinates are automatically captured

Increased data availability – faster, better data

COC automatically printed upon return to laboratory

Unexpected Benefits

- Staff has access to SOPs in field
- GPS for navigation to sites
- Email to laboratory any photos or video taken on tablet
- Video conferencing capabilities
- Access to other useful applications on the tablet
(Calculator, Skype, Unit Conversions)

The Future is NOW:



- Get Your New Tablet with ATL's iMobile
- Know that the laboratory has instant access to the field data – in real time (disaster recovery)
- Know that you sampled the right site at the right time (GIS coordinates downloaded with a click)
- Save 30-45 min (average) not having to re-key in data – eliminate transcription errors- better data quality
- Know that you did the best job you could and that no trees were killed in the collection of your data

Barcoded
Sample Kits
with COC



Savings (ROI)

- Time (faster turnaround time) – real time
- Resource savings (human collateral) (avg. 35-45 min per day per person on data re-entry alone)
- Automated emails to alert collectors of schedule
- Higher Data Quality (eliminate transcription errors)
- Better Data – Better Decisions
- Paperless (going green) – cost of storage
- Enhanced communication across organization

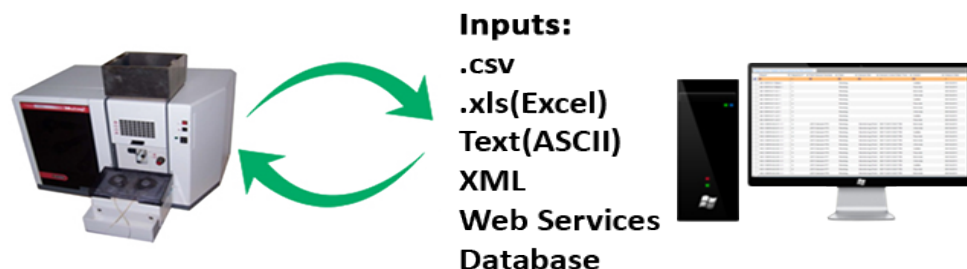
Summary

Better Accessibility: The time that it takes for field data to get into the LIMS so that the analysts back in the laboratory could have all of the meta data available, especially in a disaster recovery situation.

Enhance Data Accuracy (Quality). Eliminate transcription errors from dual entry (transcribing the paper data into the LIMS).


Reduced Operational Cost: Maximize resources. Eliminate paper forms and the time lag in the time that it took to return the forms to the laboratory and to transcribe, store and manage them.

#3 Maximize Instrument Integration



- > 450 different instruments (old/new) have been integrated
- Increase accuracy and throughput
- Avoid duplication
- Enhance productivity
- ROI typically within one year


#4 Execute Automated Reporting and EDD Generation



Analysis Batch Aliquots


Analysis Batch #: AB-121224-01
Instrument: _____

Analysis Method: ICP Metals
Instrument Run: _____



Analysis Batch Number

Seq. #	Aliquot Number	Field Sample Number	Site	Collect Date Time	Aliquot Due Date
1	WO-121227-02-01-2-1	Sample Point 1	Monitoring Point 002	12/26/2012 09:00	01/04/2013 12:00
2	WO-121227-02-02-2-1	Sample Point 2	Monitoring Point 002	12/26/2012 09:10	01/04/2013 12:00
3	WO-121227-02-03-2-1	Sample Point 3	Monitoring Point 002	12/26/2012 09:25	01/04/2013 12:00
4	AB-121224				
5	AB-121224				
6	WO-121224				
7	WO-121224				




JMC LABORATORIES
805 E. Kemper Rd.
Springdale, OH 45246


Telephone: 513-346-3571
Lab Phone: 513-346-6542
Fax: 513-346-7550

MICROBIOLOGICAL ANALYSIS

Report ID #: _____
Supersedes: None
Report Date: _____



TESTING CERT # 3001.01




JMC LABORATORIES
805 E. Kemper Rd.
Springdale, OH 45246
Tel: 513-346-3571 | Lab 513-346-6542

MICROBIOLOGICAL ANALYSIS REPORT

Customer Information:
John Morrell & Co.
805 E. Kemper
Cincinnati, OH 45246

Results To:
ATTN: Sandy Moore
513-346-3571

Report ID #: WO-130709-14
Supersedes: None
Report Date: 07/11/2013




TESTING CERT # 3001.01


Date Received: 07/09/2013
Reference Method: AOAC RJ 981202 (Environmental Specimens)

Condition Upon Receipt: Normal

Date Analyzed: 07/11/2013

Sample Number	Sample Description	Description 2	Description 3	Line	Type	Contact/Non-Contact	Date	Time	By	Results*
Blank	Blank Control			Not Specified	Control	Non-Contact	07/09/13	10:11	AK	NEGATIVE
Positive	Positive Control			Not Specified	Control	Non-Contact	07/09/13	10:11	AK	POSITIVE

Approved By: 
Sandra Moore
Corporate Lab Manager



Accelerated Technology Laboratories, Inc.
496 Holly Grove School Rd
West End, NC 27376

Phone: (800) 565-LIMS
Fax: (910) 673-8166

CHAIN OF CUSTODY RECORD AND ANALYSIS REQUEST FORM

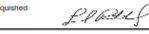
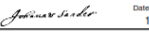

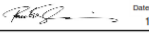




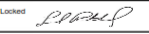
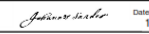
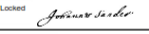
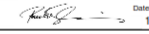
Customer: Duty Buffalo
Work Order #: 12-182738
Requester: Toby, Rachel
Project: WS - Weekly Sampling

Customer: Duty Buffalo
Work Order #: 12-182738
Requester: Toby, Rachel
Project: WS - Weekly Sampling

Phone: 800-565-LIMS
Fax: (910) 673-8166

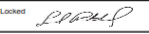
LIMS Sample #	Sample #	Date	Time	Collector	Analysis Methods
WO-121227-02-01	Sample Point 1	12/26/2012	09:00	Carter, Rob	Mercury Ammonia (NH3) ICP Metals Phosphorus
WO-121227-02-02	Sample Point 2	12/26/2012	09:10	Carter, Rob	Mercury Ammonia (NH3) ICP Metals Phosphorus
WO-121227-02-03	Sample Point 3	12/26/2012	09:25	Carter, Rob	Mercury Ammonia (NH3) ICP Metals Phosphorus

Customer to sign & date below

Retiquished By:	Date/Time	Accepted By:	Date/Time
	12/27/2012 08:25		12/27/2012 08:25
	12/27/2012 08:55		12/27/2012 08:55
	12/27/2012 10:15		12/27/2012 10:15
	12/27/2012 13:10		12/27/2012 13:10
	12/27/2012 05:45		12/27/2012 08:30
	12/27/2012 08:55		12/27/2012 08:55

Total Samples: 3
Priority: Normal
10.00 day
Date Results Requested: 1/6/2013

Comments

Seal/Locked By: 


#5 Use Barcodes and Label Printers


Benefits include:

- Increased throughput
- Positive ID (eliminate transcription errors)
- Reduced cost over manual options
- Improved sample management and tracking
- Higher accuracy –eliminate human error










Barcodes Accelerate Work – Examples:



Analysis Batch Aliquots

 Analysis Batch Number







Analysis Batch #: AB-121224-01 Analysis Method: ICP Metals
 Instrument: Instrument Run:

Seq. #	Allotment Number	Field Sample Number	Site	Collect Date Time	Allotment Due Date
1	WO-121227-02-01-2-1 	Sample Point 1	Monitoring Point 002	12/26/2012 09:00	01/04/2013 12:00
2	WO-121227-02-02-2-1 	Sample Point 2	Monitoring Point 002	12/26/2012 09:10	01/04/2013 12:00
3	WO-121227-02-03-2-1 	Sample Point 3	Monitoring Point 002	12/26/2012 09:25	01/04/2013 12:00







 **AB-121**
 **AB-121**
 **WO-12**
 **WO-12**


JMC Laboratories
VIDAS Instrument Tracking Sheet
 5/21/2012 4:22:50 PM


Section A

#	Plant Code	Sample
1	003	
2	003	
3	003	
4	003	
5	003	
6	003	

Section A

#	Plant Code	Sample
31	003	
32	003	
33	003	
34	003	
35	003	
36	003	



Laboratory Invoice

INV-130813-02

Page Number: 1 of 1
 Date Generated: 08/16/2013

Acct #: 45795
Date Entered: 08/13/2013
Customer: DustyBuffalo
Billing Address: 106 Bungalow Way Buffalo, New York, 14031

Facility: Main Lab
State: Created
Payment Terms: Net 30

Aliquots

Aliquot Number	Field Sample #	Sample Site	Method	Price
WO-130813-03-01-1-1	White Dutch	14-254	2013	74.58
WO-130813-03-01-1-2	White Dutch	14-254	44-15.02	32.00
WO-130813-03-01-1-3	White Dutch	14-254	105.3	59.40
WO-130813-03-01-1-4	White Dutch	14-254	2013	35.64
WO-130813-03-02-1-1	Dragon Tongue	17-214	2013	74.58
WO-130813-03-02-1-2	Dragon Tongue	17-214	44-15.02	32.00
WO-130813-03-02-1-3	Dragon Tongue	17-214	105.3	59.40
WO-130813-03-03-1-1	Black Turtle	19-367	2013	74.58
WO-130813-03-03-1-2	Black Turtle	19-367	44-15.02	32.00
WO-130813-03-03-1-3	Black Turtle	19-367	105.3	59.40
WO-130813-03-03-1-4	Black Turtle	19-367	2013	459.92

Services

Contact Details

Managing Employee	Email
Damell, Adeline	chindbaugh@atlab.co
Phone	Fax
800-565-5467	910-673-8166
Facility Address	
496 Holly Grove School Rd. West End, NC 27376	

Totals

Total Price: 993.50

Total Payments: 0

Total Credits: 0

Outstanding Balance: 993.50

Results at a Major Food Manufacturer

Enhanced data quality and significant time savings.

Automation saved 35-40 min of work per batch (60 samples), and a typical day includes 10-12 batches or average up to 720 test results/day. Conservatively, if we use 35 min per batch, and 10 batches per day, the time savings are in the range of **5.83** hours/day.

5.83 hrs. per day

26.9 hrs. per week

107.6 hrs. per month

1,291.2 hrs. per year

This savings only relates to the integration of the VIDAS instruments, from login, batching to Worklist to importing results and reporting. **This does not include the savings from the rest of the laboratory.**

#6 Software as a Service (SaaS)

- Proven to be an effective way to save time.
- Reduce operational costs.

Benefits:

- Easier and faster to deploy and manage
- Eliminate “downtime” with 99.9999 % uptime.
- Backups, Maintenance, Upgrades performed by ATL
- Respond quickly to changes in business strategy.
- Roll-out to additional sites quickly.
- Low Cost of Ownership over many months.



Accelerated Technology Laboratories, Inc.

LEADERS IN LIMS and Laboratory Automation

The Total LIMS and Data Management Solution



Innovation.
Performance.
Success.

Summary

- It is easy to save time with LIMS and Automation Initiatives
- Increased Staff Efficiency and Productivity for the entire laboratory, not just the field collectors with mobile devices.
- With limited resources, automation pays for itself often within a year, especially in high volume laboratories.
- Enhanced communication ability with field collection team and share images (when required) of sampling sites, water main breaks, or other images of interest.
- Decrease Carbon Footprint (facilitate green initiatives)



Learn More

- Visit Booth #20 in the Exhibit Area
- Schedule your ATL LIMS and iMobile demo today
- Request Literature / Brochures
- Request Copy of this Presentation

Contact ATL Today...

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