

A photograph of a modern pedestrian bridge with a blue walkway and yellow railings, set against a backdrop of city buildings. The bridge is curved and leads towards a distant point where a few people are walking. The buildings on either side are multi-story, with a mix of traditional and modern architectural styles.

Building a Digital Bridge with Your Clients

Premium
David Riese, Director U.S. Sales

Improving the customer experience.

"We want what we want,

and we want it now"

Accelerating the flow

--Anonymous
of information.



PRŌMIUM

Online sample

Eliminate paper CoCs

Speed up the process

Eliminate data entry

What are the things you need for a laboratory system?

Updates when

Save project manager time

Provide and results



PRŌMIUM

Online sample submission

How it works

Eliminate paper CoCs

Speed up the process

Eliminate data entry

Updates when wanted

**Save project
manager time**

Project status and results

PRŌMIUM

Configurability = Control Deployment alternatives

What kind of features do we need?



Client



LIMS

Online sample submission

- Sample scheduling
 - Review of incoming work
 - Dynamic field data
 - Pre-loaded information
 - Copy existing submission
- What kind of features do we need?**

Online sample submission

- Sample reactions and updates
- Reports of Discontinuing Work
- Export and refigure data reports
- Access each info history
- Support existing submission

Barriers to Deployment

- LIMS Capability
 - LIMS Configuration
 - Data entry
 - Security
 - Time
- ## How do we implement?

Barriers to Deployment

- Inertia
 - Personal touch with PM
 - security concerns
- How do we convince our clients to go online?**

Barriers to Deployment

Online sample submission

YOUR LABORATORY

LOGO

PROJECT STATUS AND REPORTS

PRŌMIUM | EnviroChain EA

Sample Submission: Agate Remediation--Monthly

?

Submission Data

Other Data

Facility

Secondary Facility ▼

COC number

A7311958

Tracking number

121998

SDG ID

Shipped via

↻ Courier ▼

TAT

10

☒

☐

Online sample submission

YOUR LABORATORY

LOGO

PROJECT STATUS AND REPORTS

PRŌMIUM | EnviroChain EA

Sample Submission: Agate Remediation--Monthly

?

Sample Data

Location/Well

Other Data

Field Data

Analyses

Containers

Sample name

North End

Alias

Reg ID

Sampled

07/13/2016 10:42

Sample began

07/13/2016 10:42

Time zone

(GMT-08:00) Pacific Time (US & Canada)

Sample type

Grab

Sampled by

Plant Personnel

Matrix

Water

Client matrix

Water

Comments

☒

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Online sample submission

YOUR LABORATORY

LOGO

PROJECT STATUS AND REPORTS

PRŌMIUM | EnviroChain EA

Sample Submission: Agate Remediation--Monthly

?

Sample Data	Location/Well	Other Data	Field Data	Analyses	Containers
Depth units	Feet	Well depth			
Begin depth		End depth			
Latitude	43.1239	Longitude	-89.3764		
Elevation					
Casing height		Casing diameter			
Casing type		Gradient			

☒ ☐

Online sample submission

YOUR LABORATORY

LOGO

PROJECT STATUS AND REPORTS

PRŌMIUM | EnviroChain EA

Sample Submission: Agate Remediation--Monthly

?

Sample Data

Location/Well

Other Data

Field Data

Analyses

Containers

pH

6

Flow (g/min)

22

Residual chlorine (mg/l)

0.5

Turbidity (ntu)

20

Temperature (C)

25

Conductivity (umho)

Dissolved oxygen (mg/l)

Total chlorine (mg/l)

2

Forecast:

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Online sample submission

YOUR LABORATORY

LOGO

PROJECT STATUS AND REPORTS

PRŌMIUM | EnviroChain EA

Sample Submission: Agate Remediation--Monthly

?

Sample Data

Location/Well

Other Data

Field Data

Analyses

Containers

Analysis

TAT

Comments

☐ Mark all

☐ Al (Aluminum) - 200.7 - Total

☐ Fe (Iron) - 200.7 - Total

☒ Flow

☐ Mn (Manganese) - 200.7 - Total

☐ Solids, Total Suspended (TSS)

☒ VOA 8260

10

10

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10

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☐

Online sample submission

YOUR LABORATORY

LOGO

PROJECT STATUS AND REPORTS

PRŌMIUM | EnviroChain EA

Sample Submission: Agate Remediation--Monthly

?

Sample Data

Location/Well

Other Data

Field Data

Analyses

Containers

1


VOA Vial - 40mL (HCL) (2)








☒

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Online sample submission

YOUR LABORATORY  PROJECT STATUS AND REPORTS

#	Project	WOs	Documents	Analyses	Submissions	Number	Description	Location	Lab Manager
1	GW Annual Event	4 ▶	▼	5 ▼	3 ▲ 	DC-0003	GW Annual Event	Idaho	DBA456



#	Key				Submitted Cancel Requested	Processed	WO #
1	B093-LAW-518N				09/01/2014 09:32 09/02/2014 07:28		
2	A297-IBX-573Y				10/24/2013 08:49		
3	A256-KBZ-464I				09/13/2013 10:53	09/17/2013	1311701

Project Status and Reports

YOUR LABORATORY 

PROJECT STATUS AND REPORTS

#	Project	WOs	Documents	Analyses	Submissions	Number	Description	Location	Lab Manager
1	GW Annual Event	4 ▶	🔍 ▼	5 ▼	3 ▲ 	DC-0003	GW Annual Event	Idaho	DBA456

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3	A256-KBZ-464I				09/13/2013 10:53	09/17/2013	1311701

5	Soil Testing	1 ▶		8 ▲			Mike Arnold
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Analysis

Ag (Silver) - 6010 - TCLP
 Ba (Barium) - 6010 - TCLP
 Cd (Cadmium) - 6010 - TCLP
 Cr (Chromium) - 6010 - TCLP
 Hg (7470) TCLP
 Pb (Lead) - 6010 - TCLP
 RCRA Metals - TCLP

PRŌMIUM

Project Status and Reports

YOUR LABORATORY

LOGO

PROJECT STATUS AND REPORTS

Compliance Testing::Mary Stead

09/10/2014 11:04:34

PRŌMIUM | Element ClientConnect

Samples ▼ ▲ Results ▼ ▲ Flag/Regulatory Limits

Received in last ☐ 30 days ☐ 60 days ☐ 90 days ☒ All ☐ Custom

Row filter More Sludge Quarterly

<input type="checkbox"/>	WO #	Samples	Results	Documents	Status	Status Date	Received Date
<input type="checkbox"/>	P801004	2 ▼		▼	Reported	08/06/2011	01/08/2009
<input type="checkbox"/>	P804002	2 ▼	▼	▼	Reportable	06/06/2011	04/08/2009
<input type="checkbox"/>	P807002	2 ▼		▼	Invoiced	01/09/2012	08/02/2009

5

Soil Testing

1 ▶

8 ▲

Mike Arnold

Analysis

Ag (Silver) - 6010 - TCLP

Ba (Barium) - 6010 - TCLP

Cd (Cadmium) - 6010 - TCLP

Cr (Chromium) - 6010 - TCLP

Hg (7470) TCLP

Pb (Lead) - 6010 - TCLP

RCRA Metals - TCLP

PRŌMIUM

Project Status and Reports

<input type="checkbox"/>	WO #	Samples	Results	Documents	Status	Status Date	Received Date
	P801004	2 ▲		▼	Reported	08/06/2011	01/08/2009
	Sample	Matrix	Sampled	Received	Analysis	Status	Status Date
	01-Sludge 3	Soil (Sludge)	01/07/2008	01/01/1980	8270C Phenols	Reported	01/04/2013
					K Total ICP 6010	Batched	01/04/2013
					Solids, Dry Weight	Reported	08/06/2011
	02-Sludge 4	Soil (Sludge)	01/07/2008	01/01/1980	8270C Phenols	Reported	08/06/2011
					K Total ICP 6010	Batched	06/07/2011
					Solids, Dry Weight	Reported	08/06/2011

PRŌMIUM Element ClientConnect
Received Date

P801004	2 ▼	Reported			08/06/2011	01/08/2009			
<input type="checkbox"/> P804002	2 ▼	WO #	Samples	Results	Documents	Status	Status Date		
P807002	2 ▼	P801004	2 ▼		Reported	08/06/2011			
<input type="checkbox"/> P804002	2 ▼		▲	Reportable	06/06/2011				
	Sample	Laboratory	Analysis	Matrix	Analyte	Units	Rep Limit	Result	Qualifiers
	01-Sludge 3	Promium	8270C Phenols	Soil (Sludge)	1,4-Dichlorobenzene	ug/kg dry		0.00	
	01-Sludge 3	Promium	8270C Phenols	Soil (Sludge)	2,3,4,5/2,3,4,6-Tetrachlorophenol	ug/kg dry		ND	
	01-Sludge 3	Promium	8270C Phenols	Soil (Sludge)	2,3,5,6-Tetrachlorophenol	ug/kg dry		ND	

Project Status and Reports

WO #	Samples #	Results #	Documents #	Status	Status Date	Received Date
P801004	2 ▲					

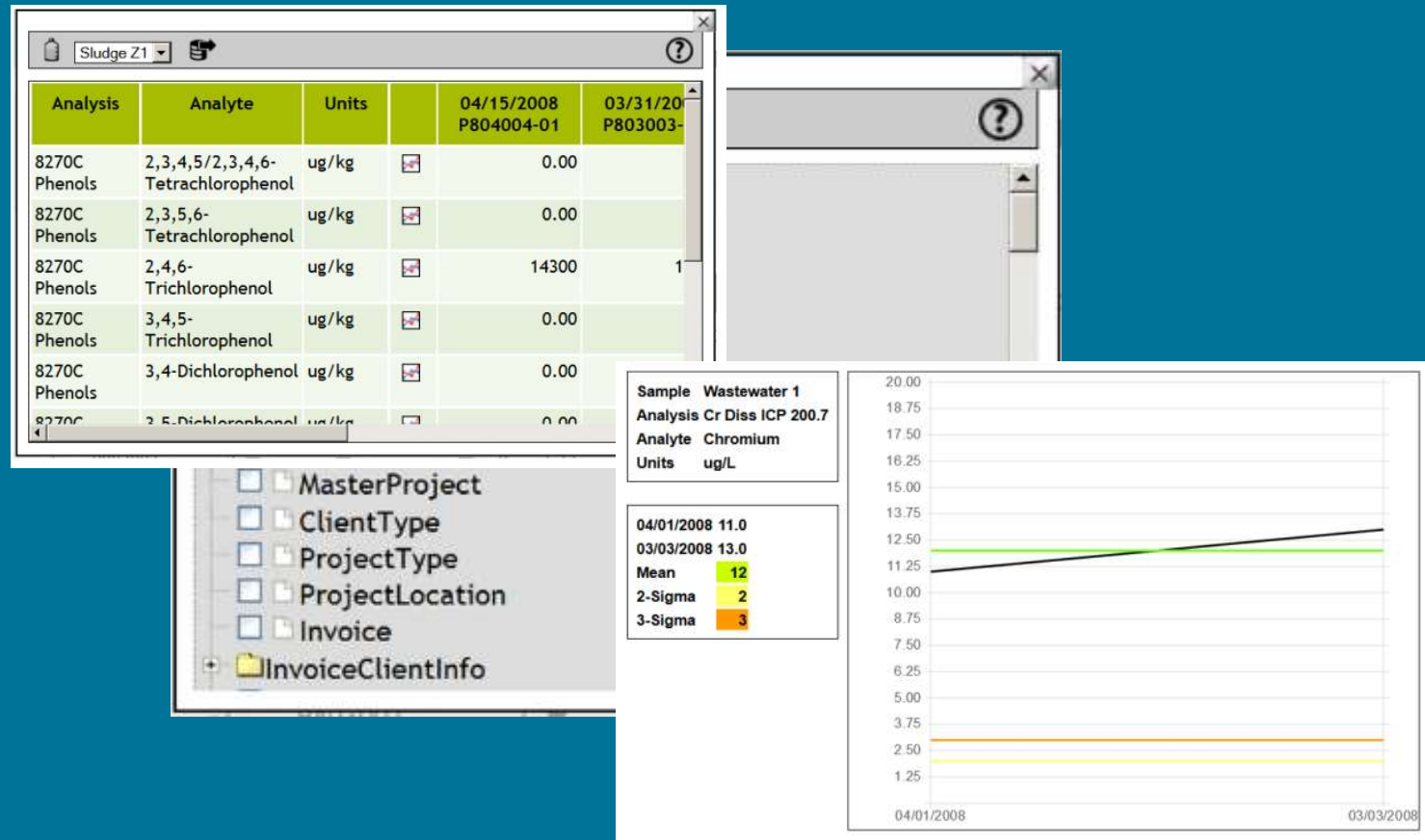
Sample	Matrix	Results
01-Sludge 3	Soil (Sludge)	01
02-Sludge 4	Soil (Sludge)	01

Standard CSV*

- ☒ Wrk
- ☒ Client
- ☒ ClientInfo
 - ☐ ClientCode
 - ☒ Project
 - ☒ ProjectNumber
 - ☐ ProjectPONumber
 - ☐ ProjectManager
 - ☐ MasterProject
 - ☐ ClientType
 - ☐ ProjectType
 - ☐ ProjectLocation
 - ☐ Invoice
- ☒ InvoiceClientInfo

Sample	Matrix	Results	Phenols	(Sludge)	ug/kg dry	Rep Limit	Result	Qualifiers
01-Sludge 3	Premium	8270C Phenols	Soil (Sludge)	2,3,4,5/2,3,4,6-Tetrachlorophenol	ug/kg dry		ND	
01-Sludge 3	Premium	8270C Phenols	Soil (Sludge)	2,3,5,6-Tetrachlorophenol	ug/kg dry		ND	

Project Status and Reports



Building a digital bridge with your clients

Project Status and Reports

Status & Results

Sample

Sludge Z1					
Analysis	Analyte	Units		04/15/2008 P804004-01	03/31/20 P803003-
8270C Phenols	2,3,4,5/2,3,4,6-Tetrachlorophenol	ug/kg		0.00	
8270C Phenols	2,3,5,6-Tetrachlorophenol	ug/kg		0.00	
8270C Phenols	2,4,6-Trichlorophenol	ug/kg		14300	1
8270C Phenols	3,4,5-Trichlorophenol	ug/kg		0.00	
8270C Phenols	3,4-Dichlorophenol	ug/kg		0.00	
8270C Phenols	2,5-Dichlorophenol	ug/kg		0.00	

CLIENT

Improving the customer experience
Accelerating the feedback loop

Sample Wastewater 1
Analysis Cr Diss ICP 200.7
Analyte Chromium
Units ug/L

04/01/2008 11.0
03/03/2008 13.0
Mean 12
2-Sigma 2
3-Sigma 3

