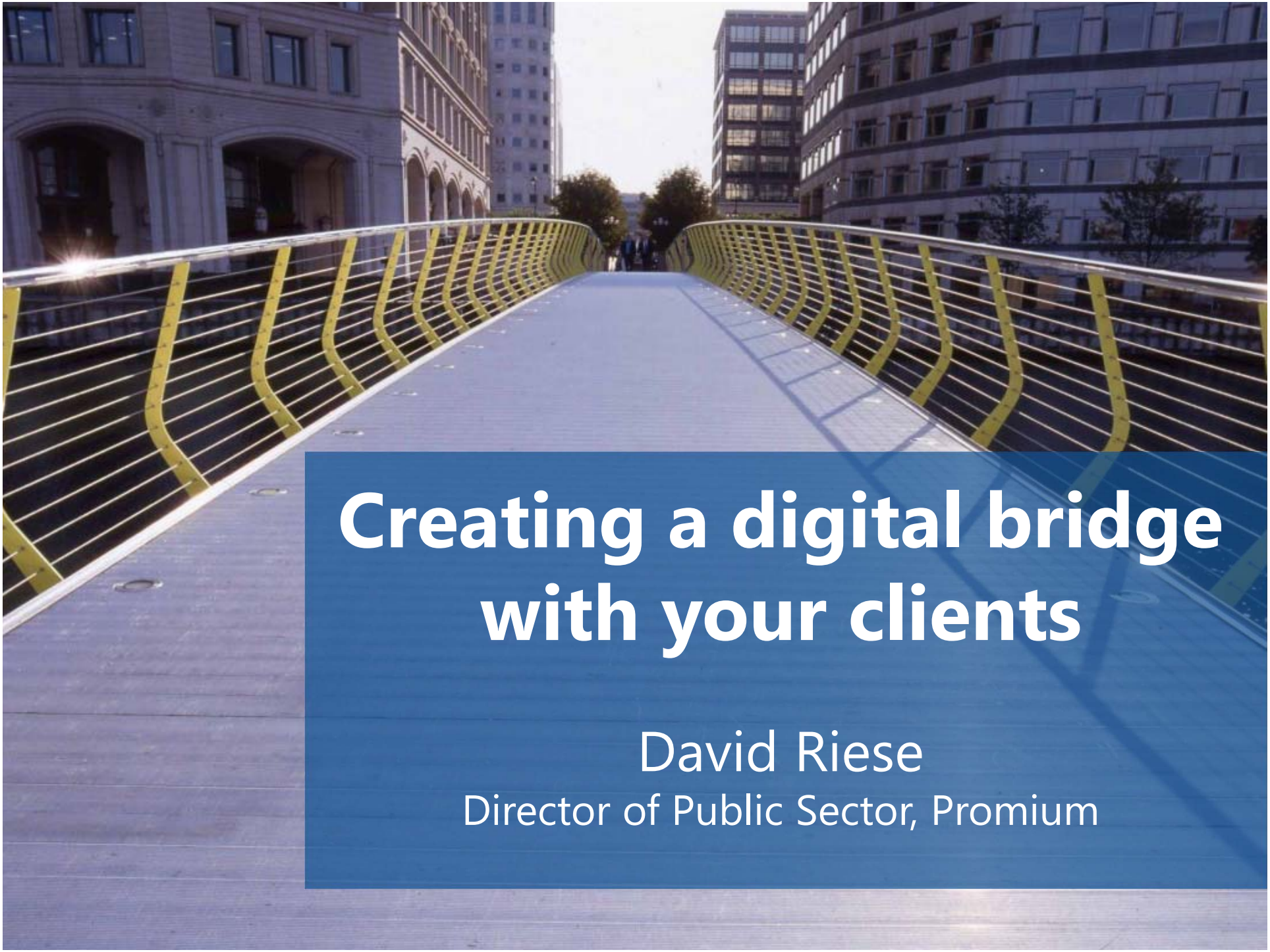


Creating a digital bridge with your clients

David Riese
Director of Public Sector, Promium

Improving the customer experience.

"We want what we want,

and we want it now."

--Anonymous

Accelerating the flow

of information.

PRŌMIUM

Less effort. Better results.

PRŌMIUM

Less effort. Better results.

- Eliminate paper CoCs
- Speed up the process
- Eliminate data entry

What does that look like in a laboratory?

- Updates when wanted
- Save project manager time

Deployment alternatives

- Eliminate paper CoCs
- Speed up the process
- Eliminate data entry

Online sample submission

Project status and results

Client

Lab Web Server

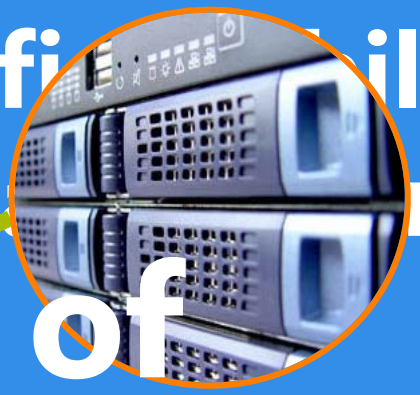
LIMS

- Updates when wanted
- Save project manager time

Deployment alternatives

Confi ility equ rol

What kind of features do we need?



Hosted Web Server

Client

LIMS

Online sample submission

- Sample scheduling
- Preview of incoming work
- Dynamic field data
- Pre-loaded information
- Copy existing submission

What kind of features do we need?

Online sample submission

How do we implement?

- Near real-time updates
- Reports of incoming work
- Dynamic field data
- Access to information
- Support SSL submission

Online sample submission
How do we implement?
Sample schedule updates
Reports of incoming work
Dynamic field data
Access to information
Support SSL submission

Areas of focus

- LIMS Capability
- LIMS Configuration
- Data entry
- Security
- IT
- Time

How do we implement?

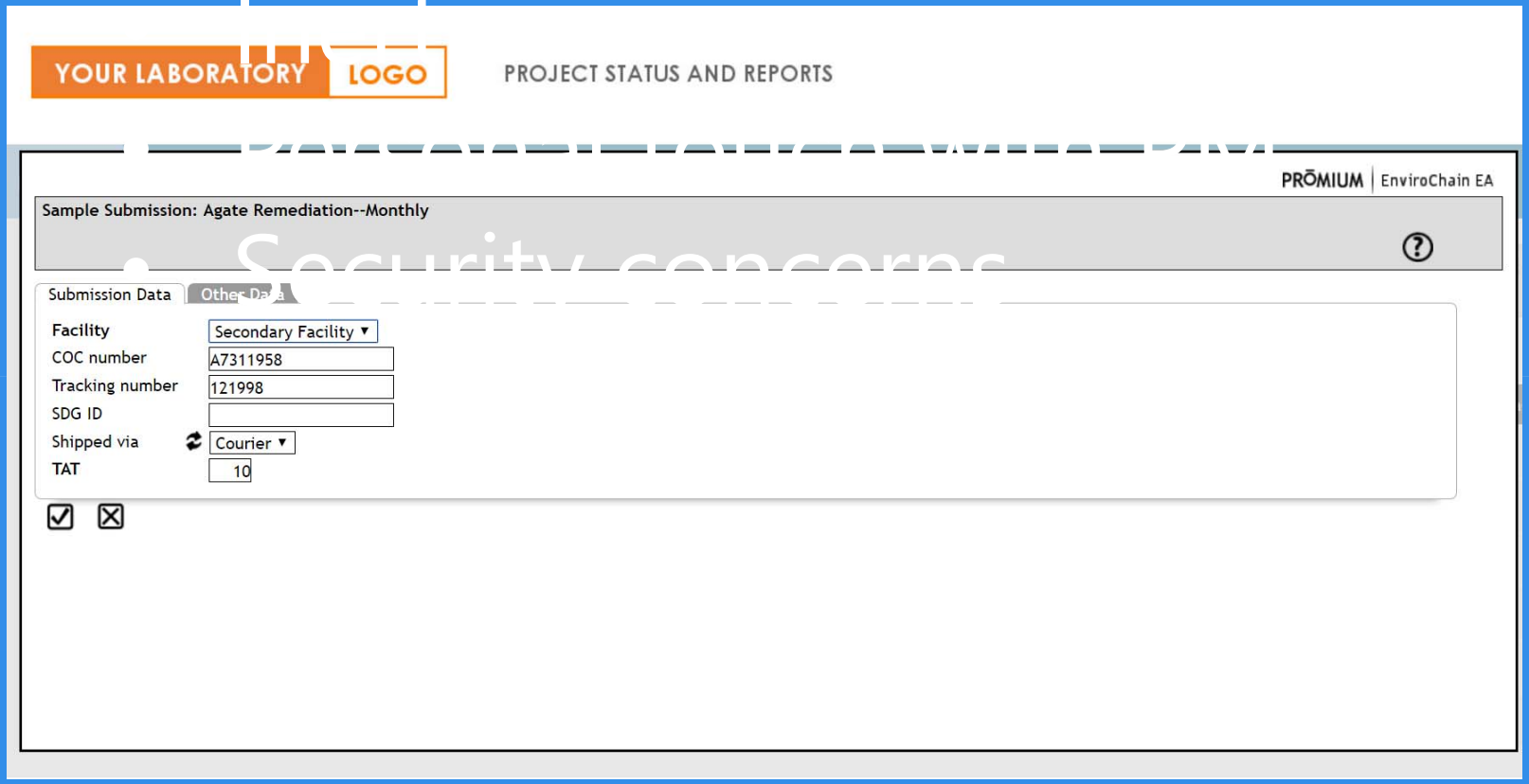
Deployment factors

- Inertia
- Personal touch with PM
- Security concerns

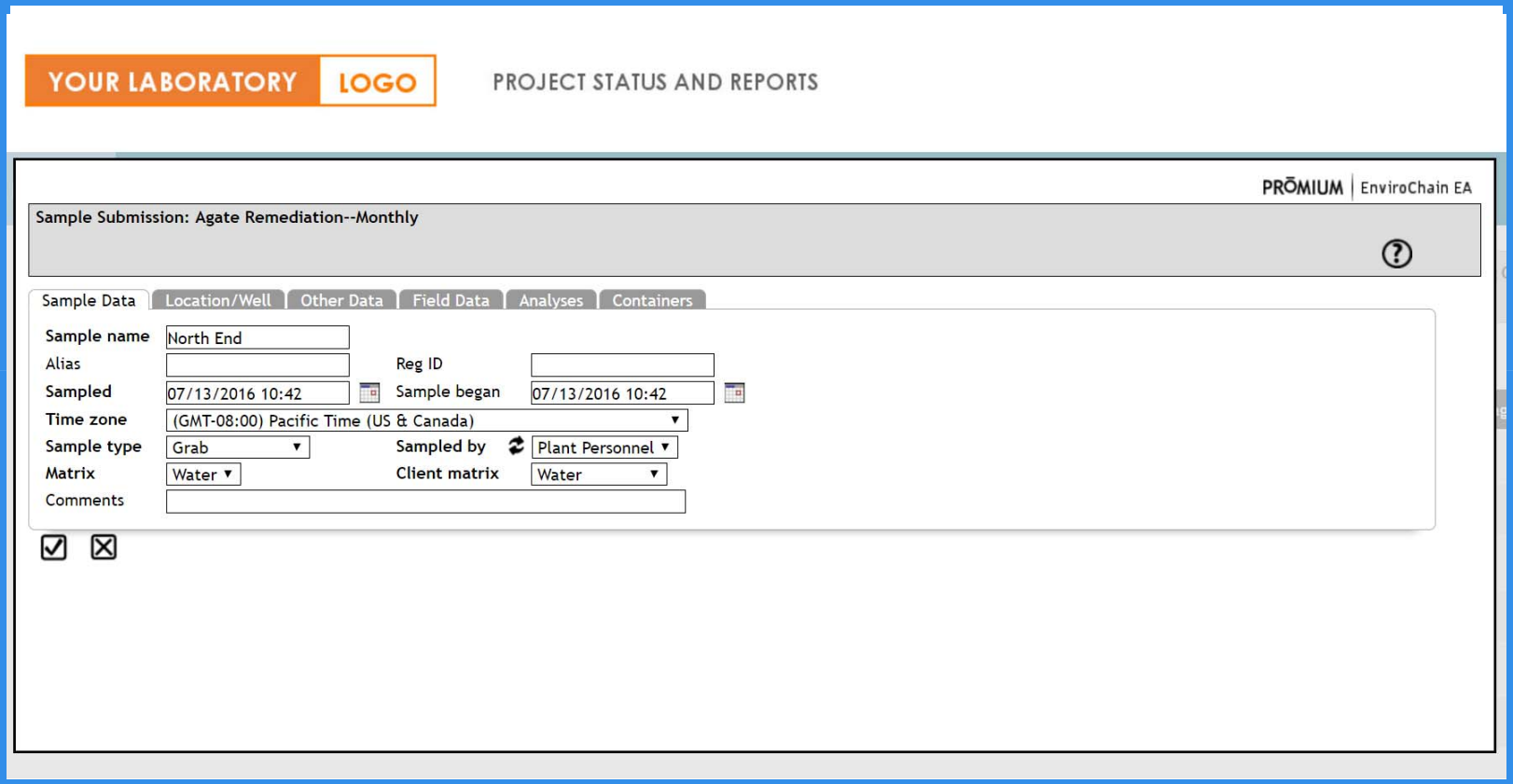
How do we convince our clients to go online?

Deployment factors

- Online sample submission
- Security concerns



Online sample submission



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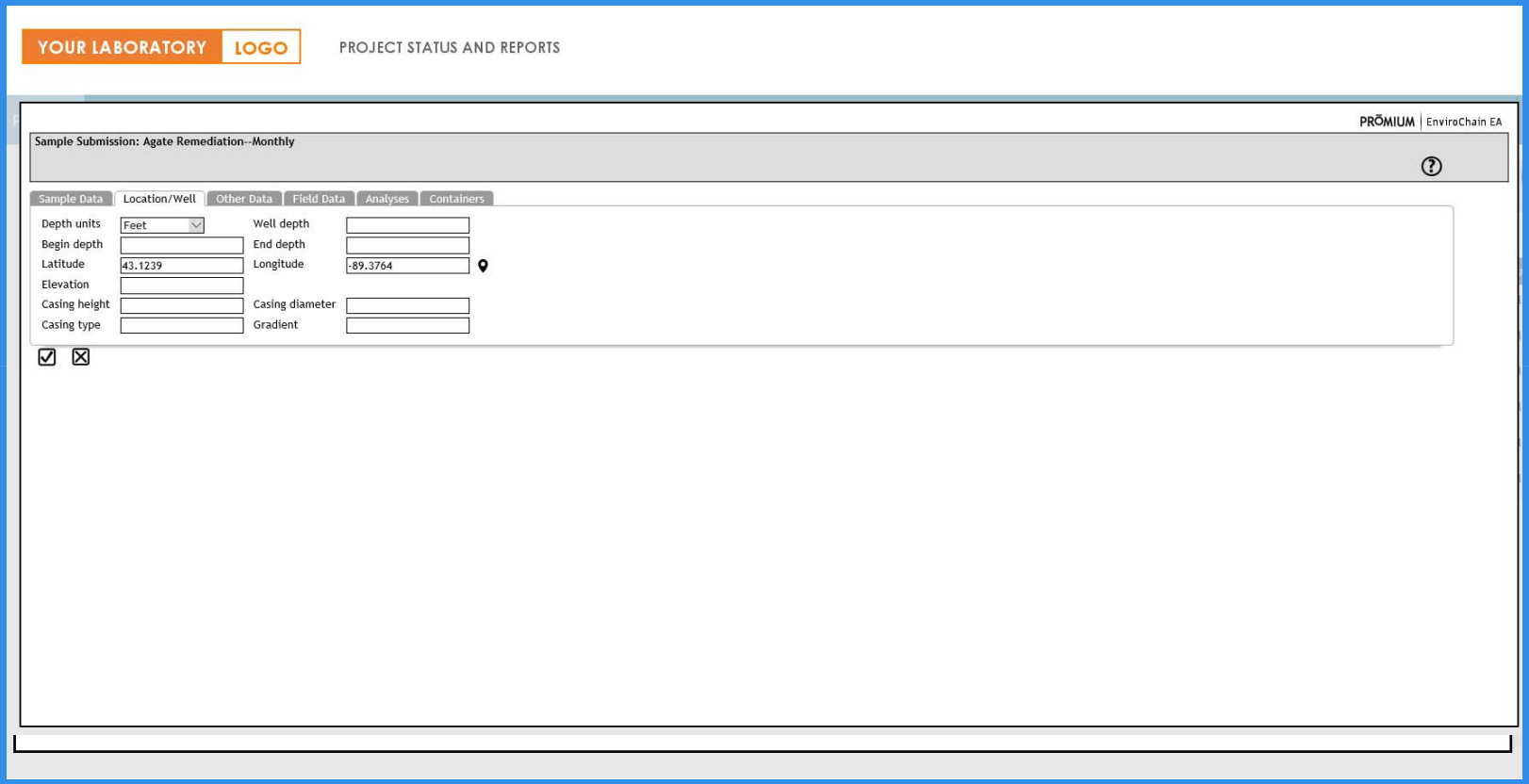
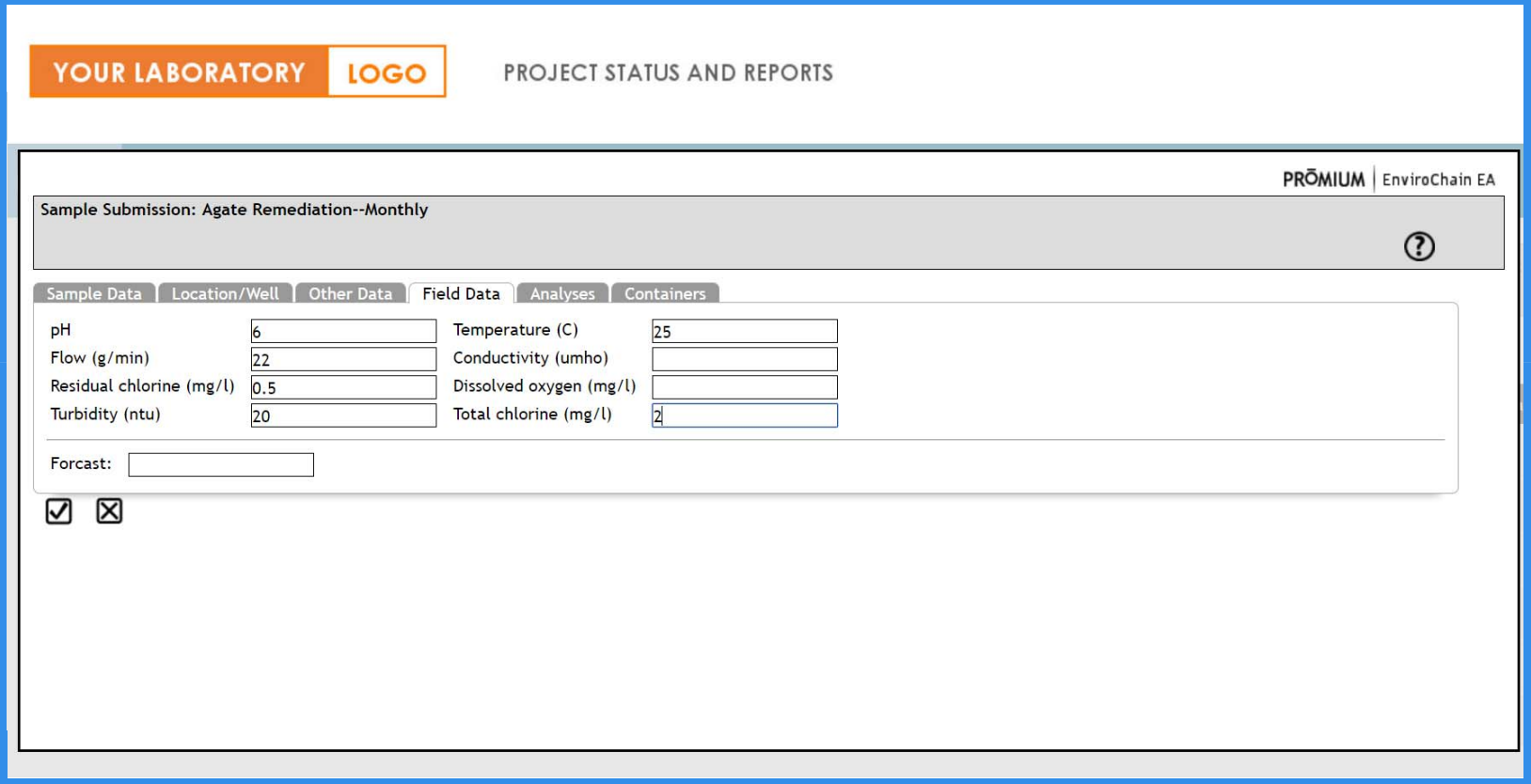


Online sample submission



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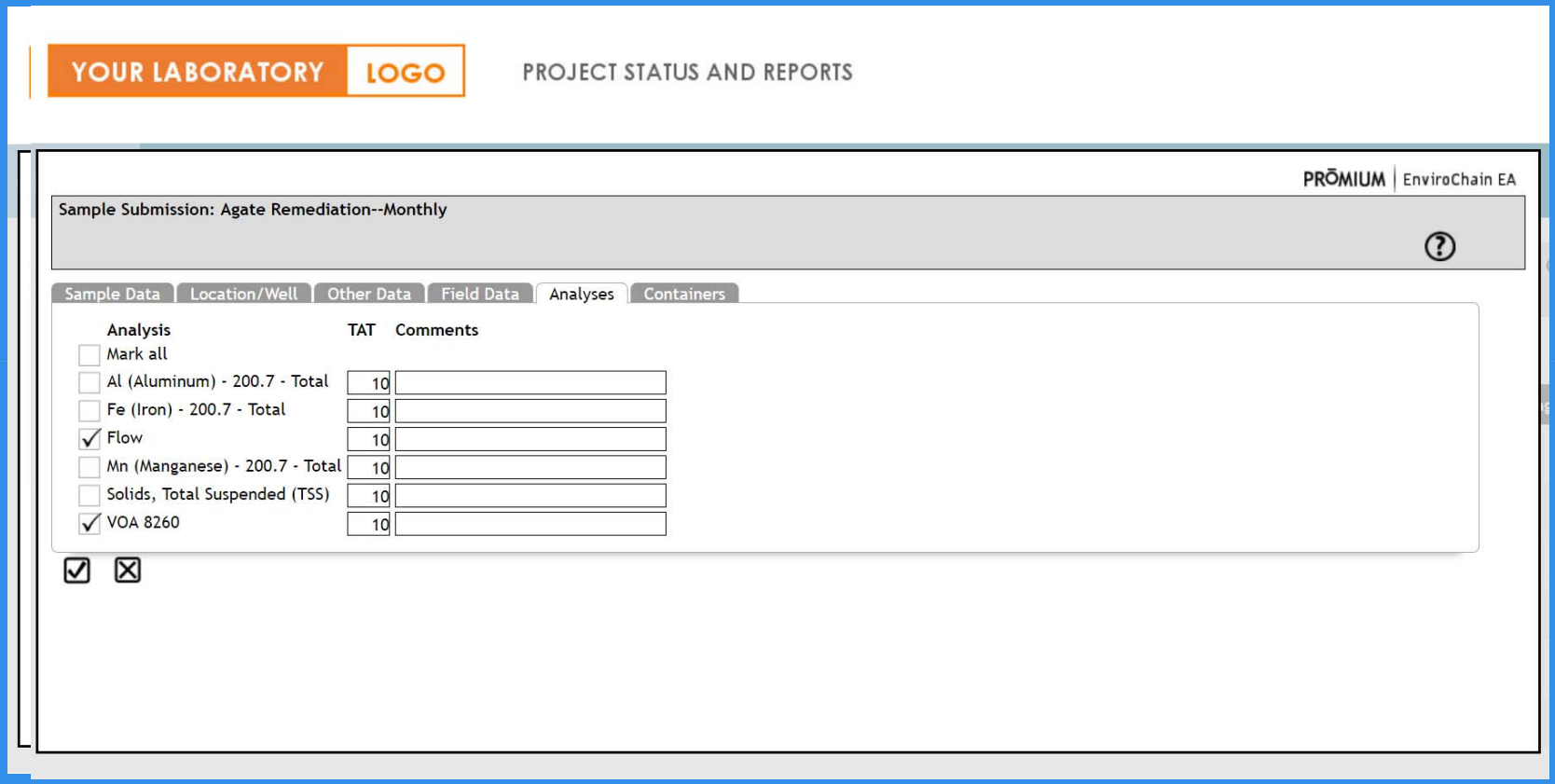

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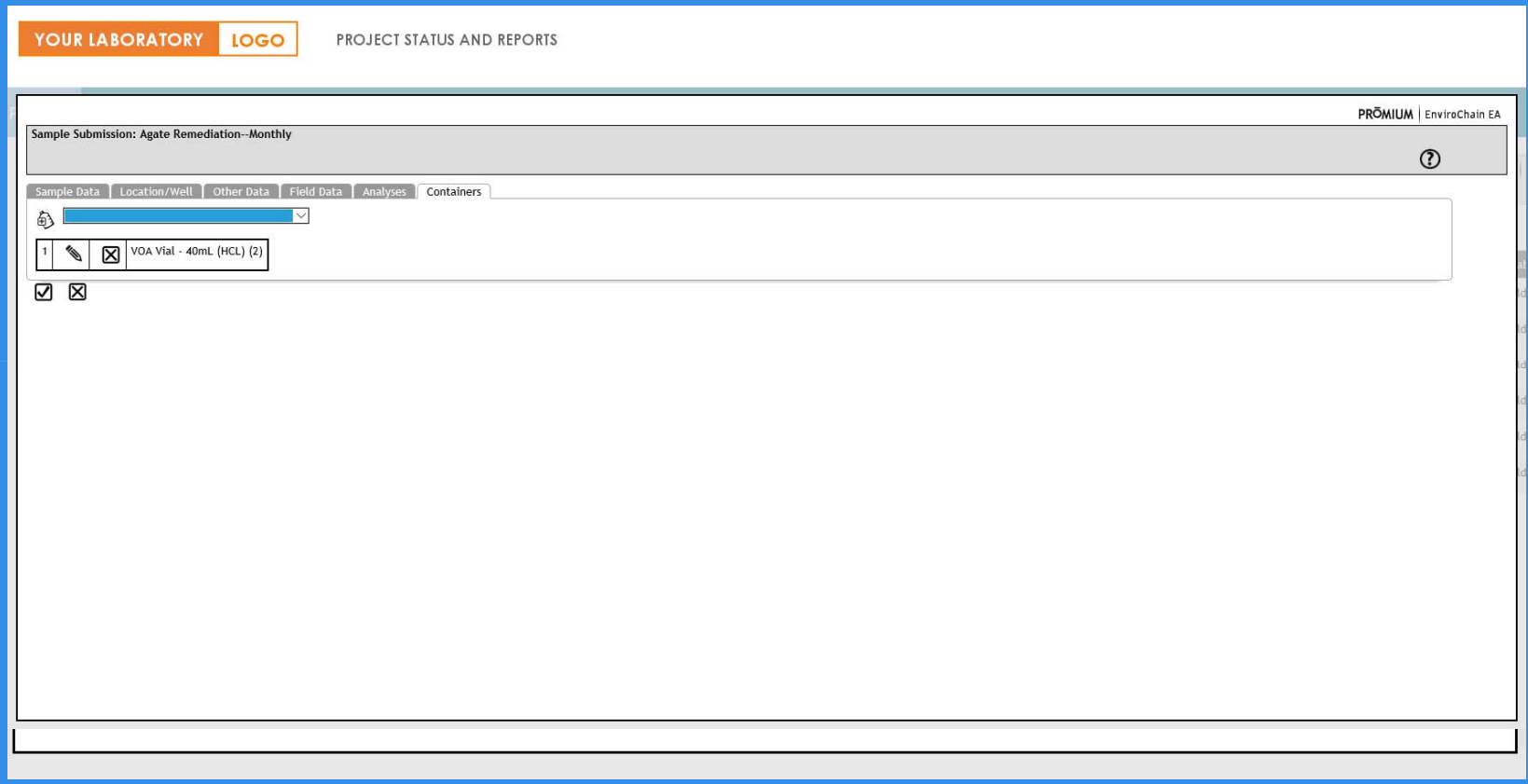
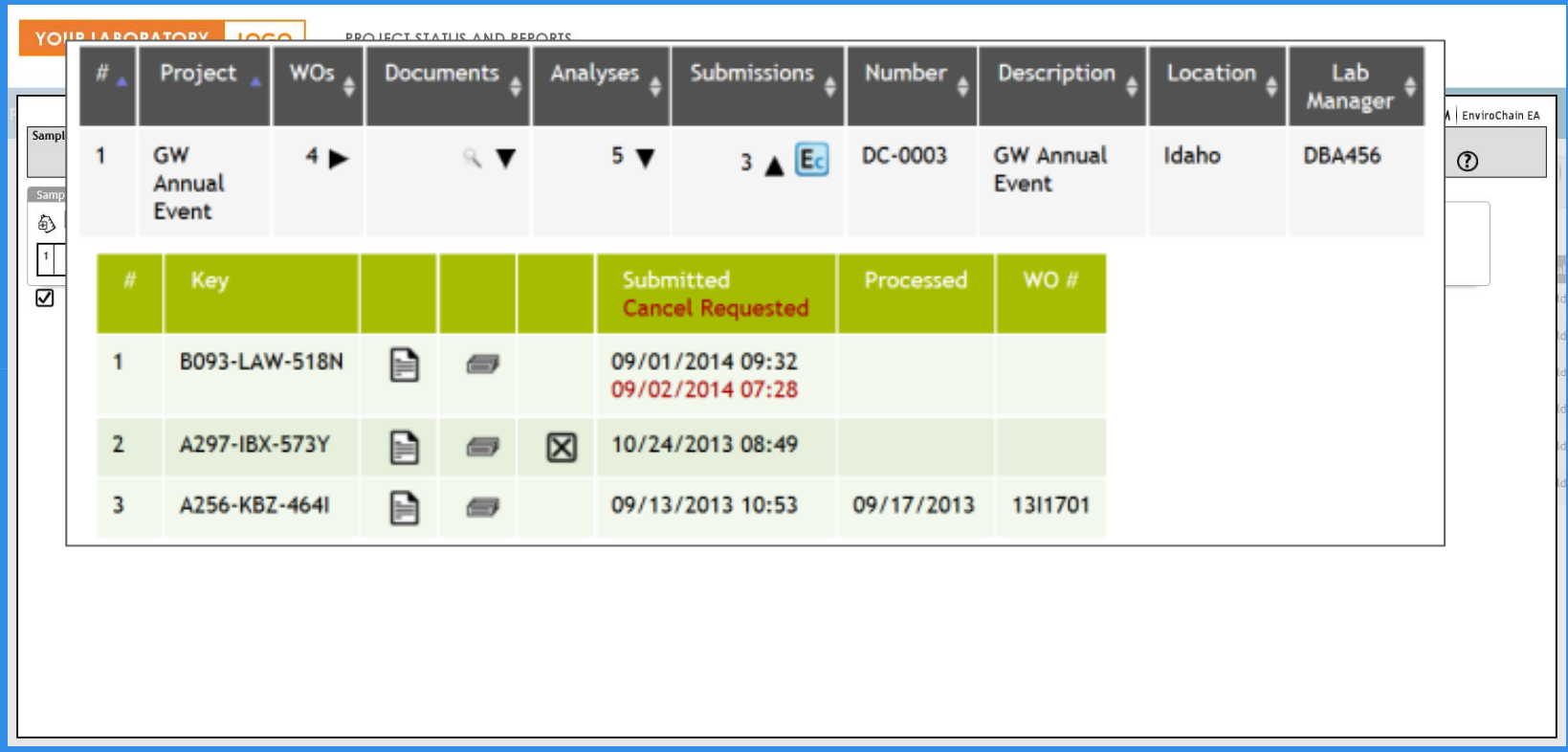


Online sample submission



#	Project	WOs	Documents	Analyses	Submissions	Number	Description	Location	Lab Manager
1	GW Annual Event	4 ▶	▼	5 ▼	3 ▲ Ec	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	13I1701

Project Status and Reports
Online sample submission

YOUR LABORATORY LOGO

PROJECT STATUS AND REPORTS

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

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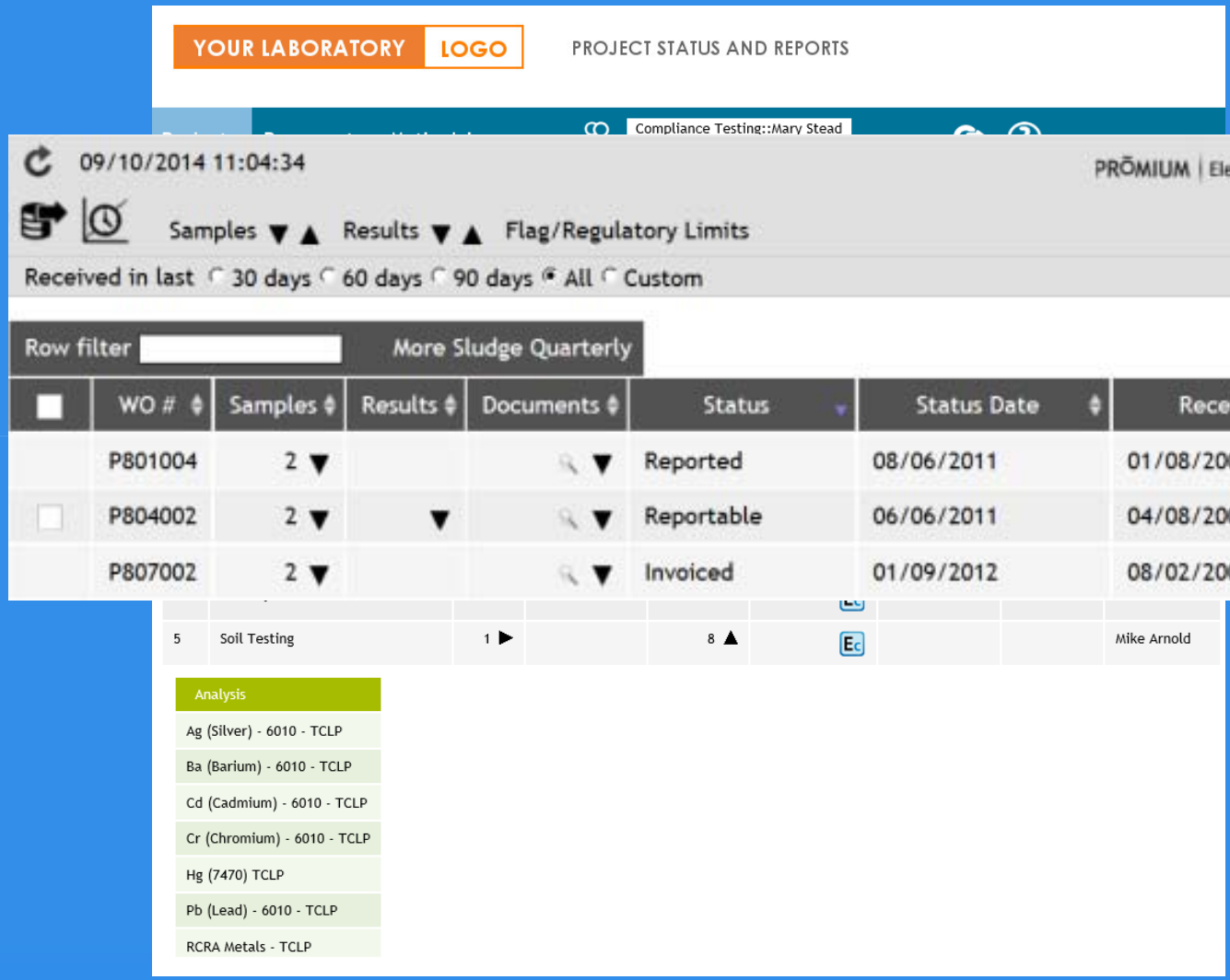
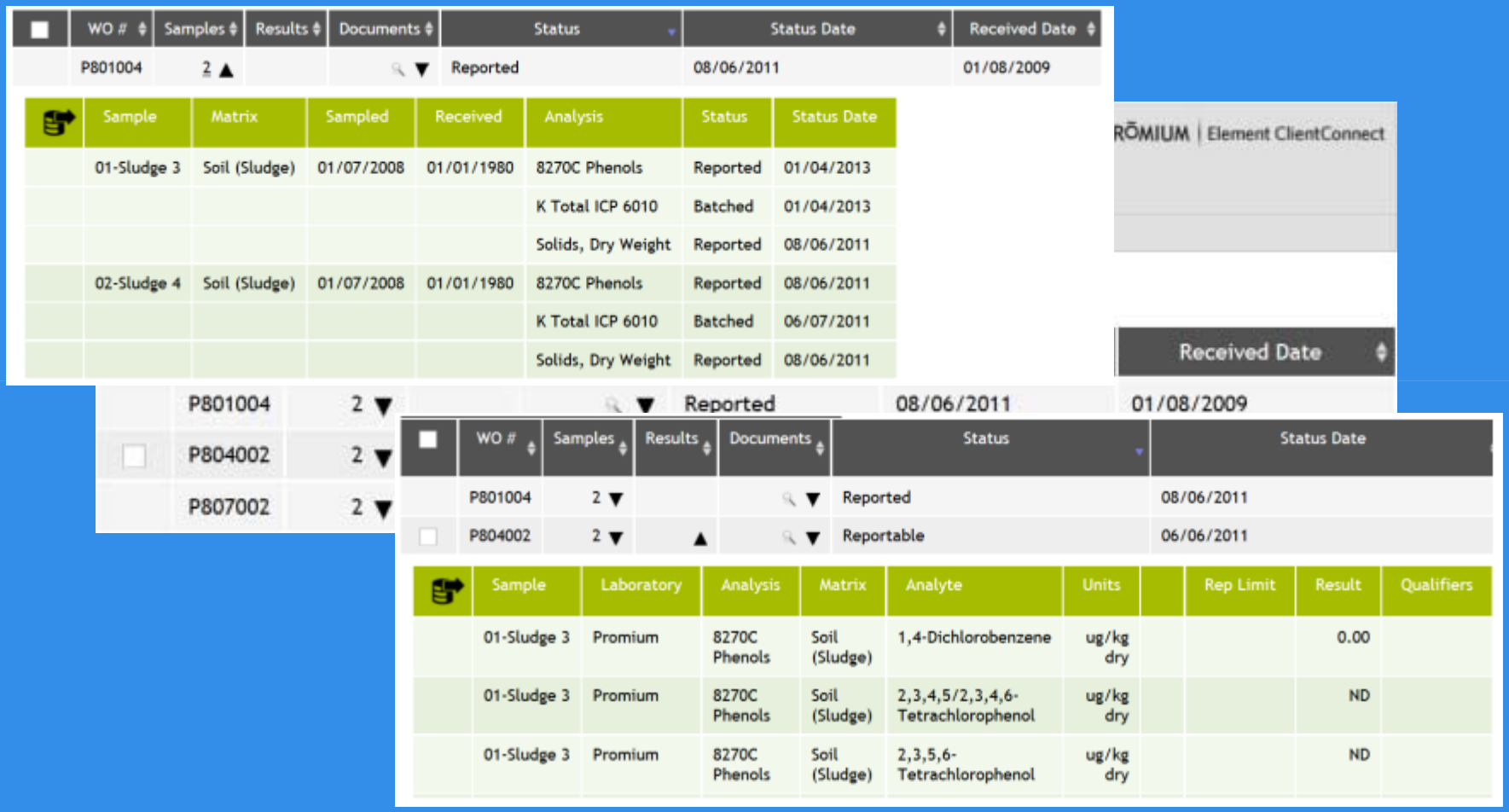
5	Soil Testing	1 ▶		8 ▲	Ec				Mike Arnold

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

Project Status and Reports



Project Status and Reports



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

RŌMIUM | Element ClientConnect

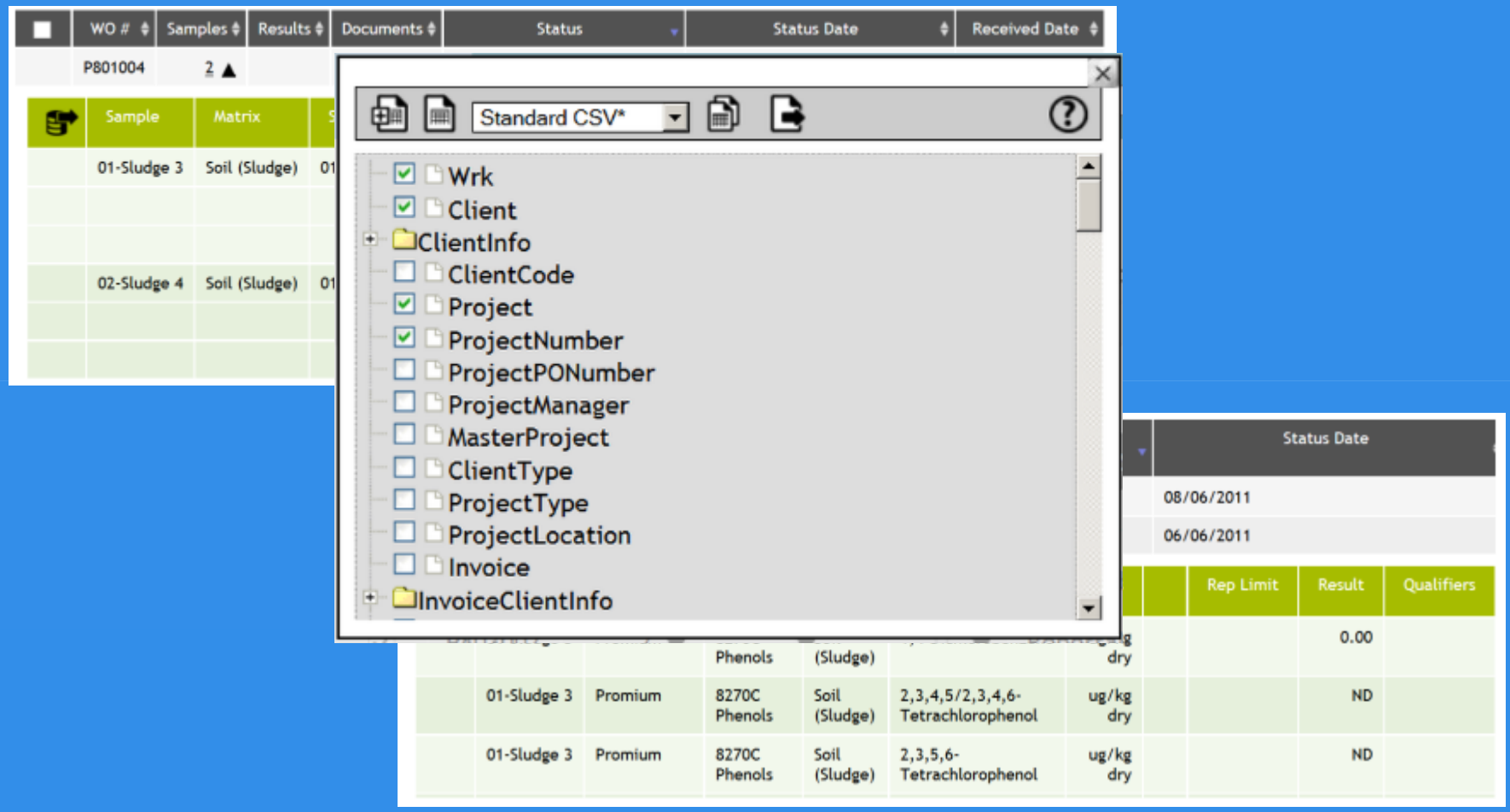
Received Date

P801004	2			Reported	08/06/2011	01/08/2009
P804002	2					
P807002	2					

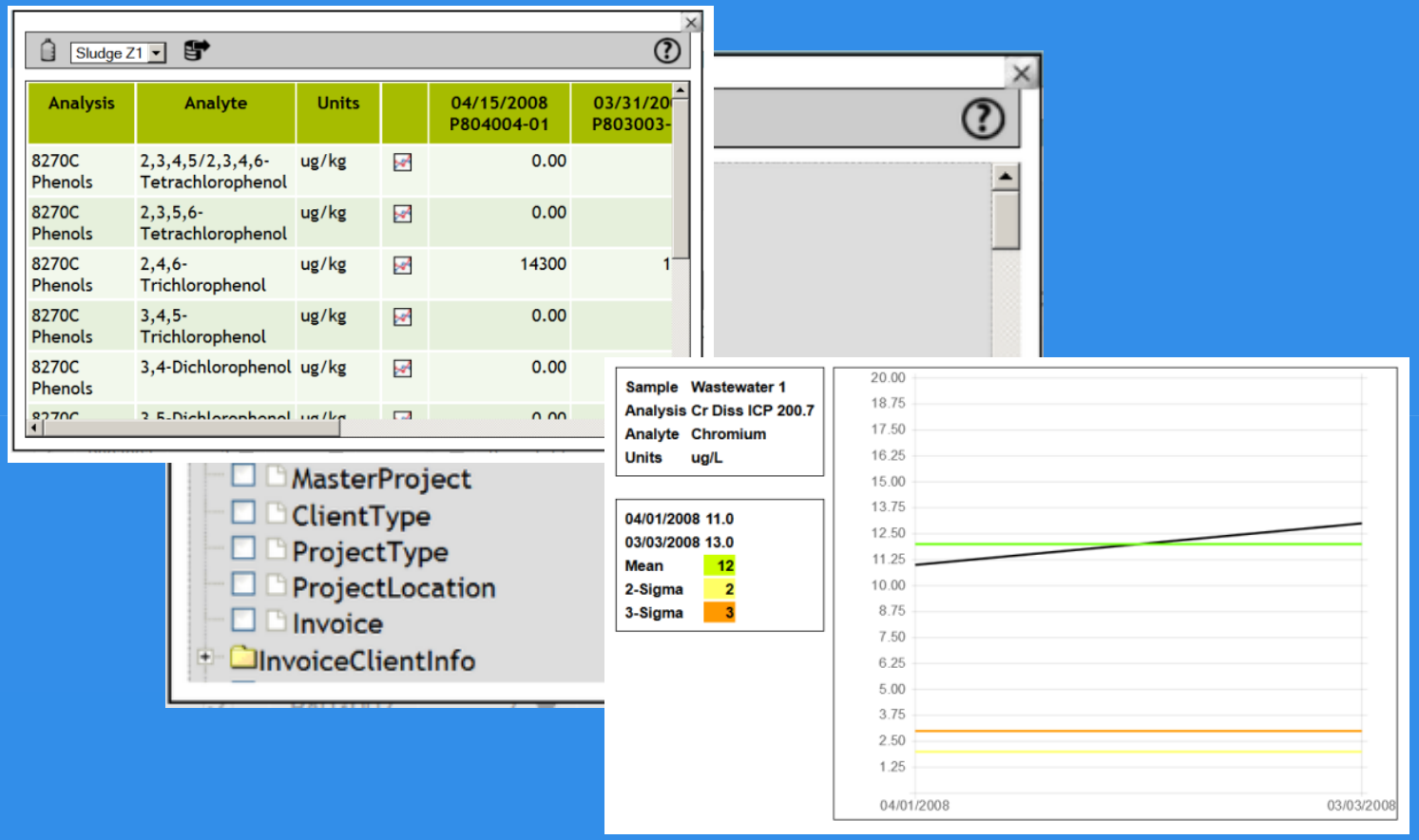
WO #	Samples	Results	Documents	Status	Status Date
P801004	2			Reported	08/06/2011
P804002	2			Reportable	06/06/2011

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



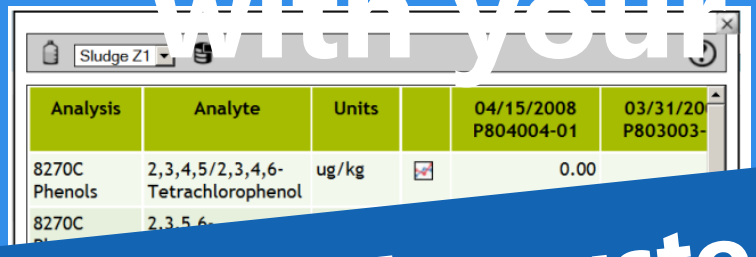
Project Status and Reports

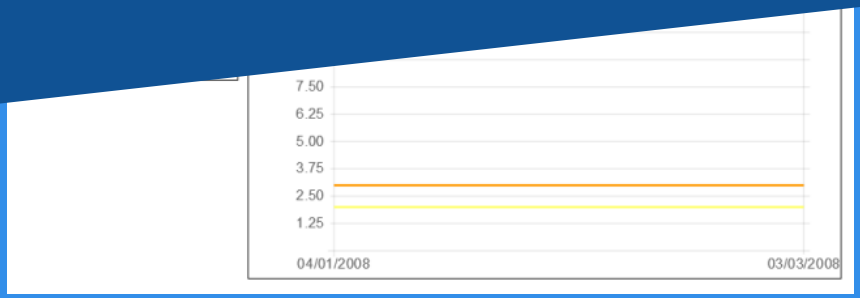


PROMIUM

Less effort. Better results.

Building a digital bridge with your clients





Improving the customer experience.

Accelerating the flow of information.

QUESTIONS?

David Riese
Director of Public Sector

driese@promium.com
425.408.3800