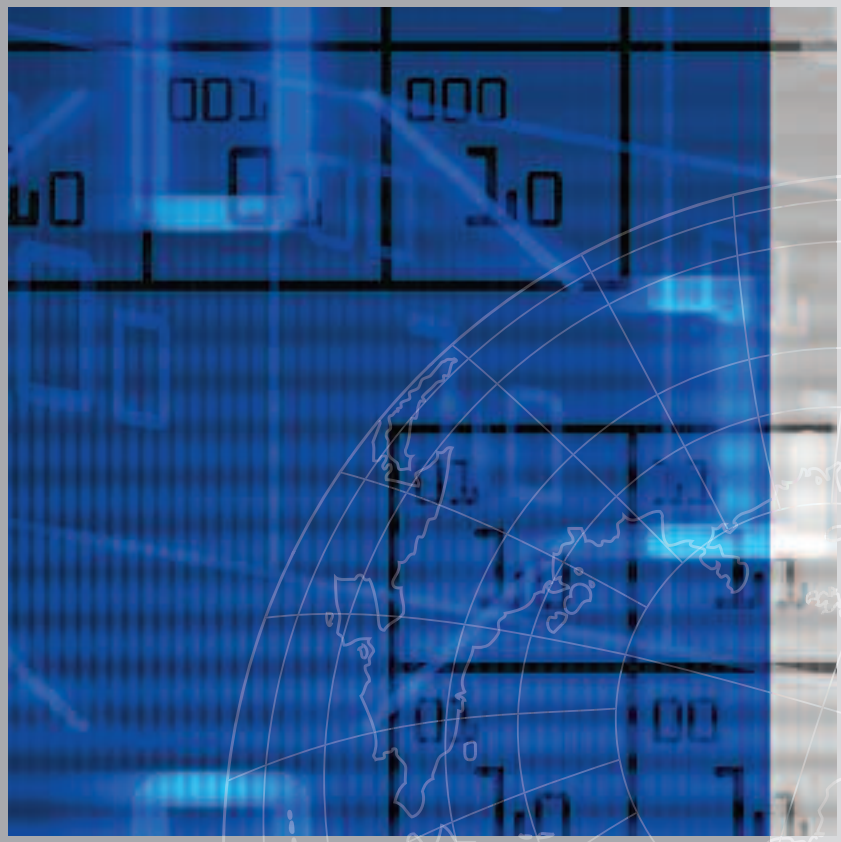
THE GLOBAL LEADER FOR LIMS SOLUTIONS



Results Count

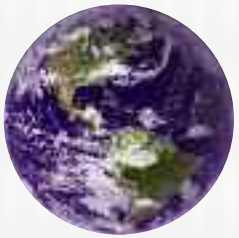
LABWARE LIMS *Solutions*

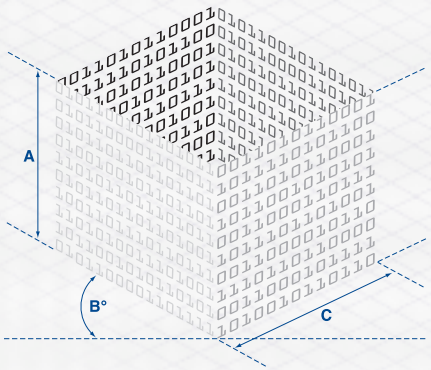
THE LABWARE PROMISE

LabWare promises that when you partner with us you will never need to consider another LIMS. LabWare's success depends on your success.

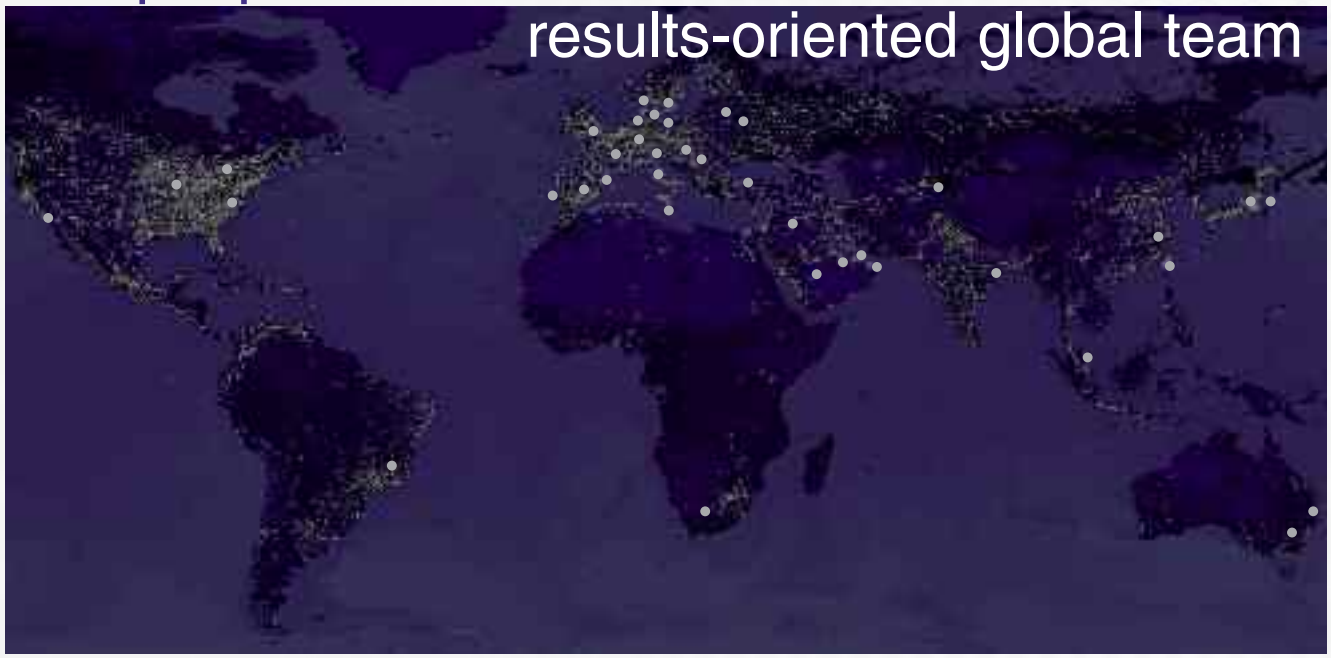
A REPUTATION FOR EXCEPTIONAL PERFORMANCE

LabWare is the world's leading specialist in Laboratory Information Management Systems (LIMS). We empower our customers to succeed because we engineer and deliver a full-featured, configurable, enterprise LIMS that provides results and retains its value. LabWare has a truly global presence and an extensive team of experienced consultants to help you configure LIMS to meet your expectations. This attention to customer success and satisfaction is why LabWare LIMS consistently earns so many top industry accolades and why it is by far the world's best-selling LIMS.





unique product architecture + results-oriented global team



Apotex has realized tremendous improvement in the lab operations through the use of LabWare LIMS. We have improved our throughput, turnaround time, quality, and have achieved paperless status in most areas of the Laboratory. For example, the sample login, worklist, result acquisition, data review, and COA generation are completely paperless processes. Replacing our legacy LIMS system from another vendor with LabWare LIMS has given us tremendous efficiency gains which exceeded our expectations.

Medhanie Tekeste – IS, ***Apotex***



LabWare Corporate Headquarters

PRODUCT ARCHITECTURE DESIGNED FOR YOUR SUCCESS

LabWare LIMS promotes success. It offers the industry's broadest range of user-configurable functionality in a system based entirely on open standards. This provides the best solution to current requirements and also enables the system to be readily adapted as your business needs change. Our commitment to open standards ensures that LabWare LIMS will be compatible with your existing computing environment. Just as importantly, you can be confident that it will adapt to the future. LabWare customers easily upgrade to new release versions and implement new computing technology without reconfiguration. Our unique software enhancement program provides continuous added value in the form of new product features and functional modules.

A PASSION FOR LIMS AND FOR ACHIEVING RESULTS

LabWare's global team is entirely focused on a single product and includes the most experienced LIMS professionals in the world. This single product strategy benefits every LabWare customer since the majority of LIMS functions cross industry segments and because it enables all of our development, support and implementation resources to focus on a common solution. The LabWare LIMS technical



architecture facilitates easy upgrades and functionality enhancements, so our customers are always current and remain well supported. We also have a unique business practice of making all functionality available in single software license and of not charging extra fees for new modules. In this way, all our customers share in the benefits of a **timeless LIMS.**

YOUR NEEDS AND THE EVOLVING LIMS MARKETPLACE

Commercial Laboratory Information Management Systems first emerged in the 1980's. Because these early commercial systems provided only limited functionality, many companies responded by writing their own LIMS software. Since that time the marketplace has seen a proliferation of commercial off the shelf (COTS) systems, prompting the ASTM to publish various standards governing LIMS, and companies no longer have the need to develop their own systems. LabWare has offered a COTS LIMS solution for well over a decade. Today LabWare LIMS not only meets the ASTM guidelines but it has also earned the leadership

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When our old LIMS system was no longer able to meet our needs we switched to LabWare. With LabWare, we are able to meet all of our regulatory requirements and still maintain the flexibility to configure LIMS to suit our laboratory's workflow.

Cory Smandych – LIMS Administrator,
Metro Vancouver

position among commercial LIMS products. LabWare LIMS encompasses all of the traditional LIMS concepts and extends them even further by adding complementary capabilities and technologies. The result is a single system that meets the diverse needs of the modern laboratory. If your existing laboratory software is no longer satisfactory, or the computing platform it requires is no longer supported, then you can rely on LabWare to deliver a proven, modern and comprehensive replacement system for your business. In fact, many companies find that the cost of maintaining or upgrading an existing inferior system actually exceeds the investment needed to replace it with LabWare LIMS.

We have extensive experience replacing other vendor's legacy systems and you can count on us to provide a flexible and upgradeable LIMS that delivers results at a reduced cost. Many customers who purchased LabWare LIMS ten or more years ago are running up-to-date systems that still meet their requirements **– once a LabWare customer, always a LabWare customer.**



TAKE CONTROL OF YOUR LIMS WITH CONFIDENCE

Whether they are single laboratory systems or enterprise class projects, LIMS implementations are challenging. No two companies have exactly the same business practices, process workflows or integration points, and these variables – and the needs they address – change over time. As a result, successful solutions must be functionally rich as well as adaptable. Experience has shown that systems implemented with an off-site development approach or that are delivered as customized turnkey systems have a very high failure rate. This is because they are often out-of-date before they even go live, and are typically difficult for the customer to manage and modify resulting in a costly ongoing reliance on the vendor for technical assistance.

LabWare believes that your LIMS should be designed to allow you to adapt easily to changing business requirements. It is simple to tap into our product's wealth of built-in capabilities to support new workflows and business rules without resorting to customization. And because the system is customer configurable without dependency on LabWare's services, you are in complete control.

LabWare is a global business. This enables us to ensure consistency in project delivery. We are directly responsible for selling, implementing and supporting our LIMS on a worldwide basis. Our employees are located in more than twenty-five countries, with fifteen offices dedicated to LIMS project activities and customer support.

We invite you to evaluate the flexibility and effectiveness of our LIMS solutions. Contact us to schedule a visit to allow us to show you that LabWare has the complete answer to your laboratory's business needs **forever.**

For more information, visit our website at www.labware.com.



We started using LabWare LIMS back in 1996, with our instruments connected even way back then. Over the years, we have done three major upgrades, and are currently running the latest version; all upgrades were easy to perform, and we never lost any existing configuration. This has been important to us, as our site in Helsingborg started as Pharmacia, then Pfizer and now McNeil; LabWare LIMS has been able to adapt to each of these organisation's needs and requirements.

Annika Carlius – QC Manager, ***McNeil AB, Helsingborg***

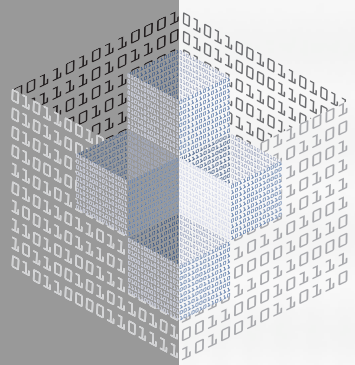


Medtronic has been using LabWare LIMS in our Cardiac Rhythm Disease Management Division for over 3 years. One item that has made a difference is ease of use with Visual Workflows. Through the use of this LabWare LIMS feature our users can navigate through the application using a graphical representation of their workflow. Because of the success of the current project we are actively deploying it in another site in Puerto Rico.

Al Wondra – LIMS Project Manager, ***Medtronic***

MISSION STATEMENT

To be the best LIMS provider in the world in a manner which provides long-term viability, builds on success, leverages alliances, engages the entire user community and is product-focused, so that we create the most value for our customers



We selected LabWare LIMS based on its dynamic and flexible properties and the powerful configuration tools. The system fulfils all our requirements and many more. The main functionality we use are the powerful Storage Location Manager features and management of samples, tests and results in folders which are vital to our Biobanking needs. After installing it, we were pleasantly surprised at how we could use other features of the product, such as Plates, LabStation and Document Management. We were able to meet the needs of many different research groups within KI, while still working on a single centralised system. This allows us the ability to collaborate without sacrificing confidentiality.

– **Anna Beskow -** ***Karolinska Institutet***

DLPEC的验收意见

该项目提供的资料齐全，数据翔实可靠，符合档案管理和验收要求。通过在商品化软件LabWare LIMS、CDS和LabWare LIMS的仪器集成模块基础上的二次开发，实现了67台不同型号仪器的数据自动采集和工作流程的自动化；与CIMS、先进控制系统、MES等系统的通讯，实现了数据共享，提高了计算机应用系统的集成性。

通过采用C/S、B/S架构，充分发挥了LabWare LIMS的开放性，按照ISO/IEC17025的标准，实现了以样品为核心的实验室全面管理，实用性强，全面提高了大连石化实验室的现代化管理水平。LIMS系统投用后，样品工作流的自动化率提高了82.8%，并有显著的经济效益。

– 摘中石油验收报告, ***PetroChina's Dalian Refinery LabWare LIMS***

LabWare provided Farmasierra with an excellent combination of highly functional and configurable LIMS software combined with experienced, knowledgeable local language implementation and support. We are happy to be a part of the growing worldwide LabWare LIMS community.

– **Juan Granados -** Director of IT, ***Farmasierra***

Since implementing LabWare, the customer self service reports and data access has greatly enhanced Cantest's customer service and laboratory operations.

– **Brent Coates -** Laboratory Manager, Food Safety, ***Cantest***

labware.com

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LABWARE LIMS Solutions

Results Count