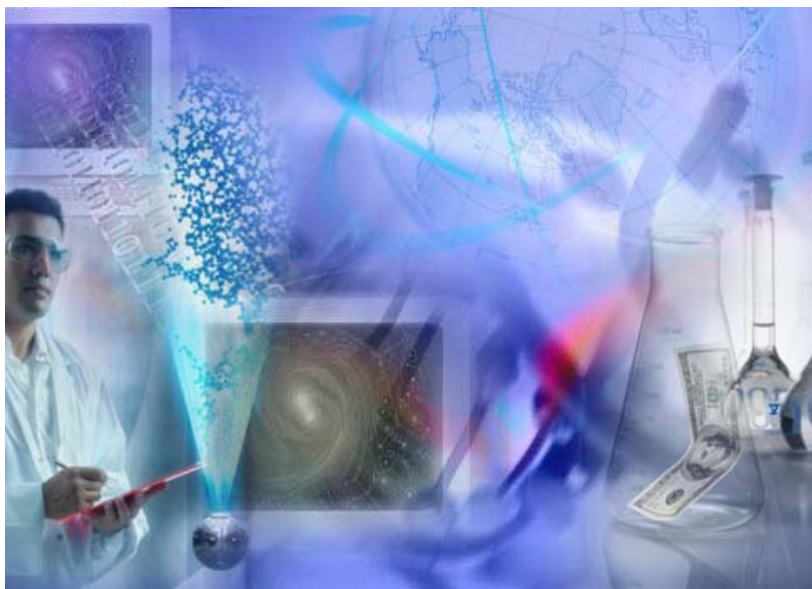


# Instrument to LIMS Integration

*Laboratories around the World are using LimsLink to reduce the cost of sample data management, increase the capacity of their laboratory by reducing analysts' workload and deliver sample results to their clients faster.*



***Saving time and eliminating costly errors delivers a fast return on your investment.***

LimsLink is a fully configurable instrument to LIMS interfacing solution that maximizes your investments in LIMS, by ensuring that laboratory test results and sample information are accurately and efficiently transferred in real-time between your instruments, your analysts and your LIMS.

- One Solution Connects all of Your Instruments to Your LIMS
- Automate many of the routine manual tasks that analysts carry out on a daily basis
- Let analysts maintain the control that they need over sample data management.
- Unique graphical configuration process eliminates the need for custom coding or scripting, simplifying implementation of instrument interfaces
- Security, audit trail and archiving meet regulatory requirements
- Scalable architecture suits all requirements from single workstation to enterprise wide deployment
- Professional Services Group is available to help with implementation, training, validation and support of your LimsLink interfaces.

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*"LimsLink is saving our laboratory 8 to 10 minutes for each sample we process ... we have increased the workload in the laboratory by over 1000 samples per month with no added manpower"*

- Laboratory Supervisor

Method: Sample Parser

File Name: STD1 Operator:   
 Filename: 951229   
 Corr. Factor: 1.00000   
 Spl. ID.: Cust. ID.:

Al3961	Si2881	Fe2599	Ni2316	
ppm	ppm	ppm	ppm	
0.05311	1.10122	0.04088	0.05566	
0.00491	0.00101	0.00126	0.00133	
9.25244	1.00605	3.08636	2.39521	
Pb2203	Zn2138	Cu3247	*TIME	
ppm	ppm	ppm		
0.01755	0.01466	0.014	3000	
0.00010	0.00010	0.00010	0.00010	

Concentration	SD	%RSD	Rounded Concentration
0.01033	0	0	0
0.42011	0.00287	0.68407	0.4
0.05311	0.00491	9.25244	0.1
0.10122	0.00101	1.00605	0.1
0.04088	0.00126	3.08636	0

6,000 satisfied customers including leading companies in the following industries...

- 10 of top 10 Pharmaceutical
- 4 of top 5 Biotech
- 9 of top 10 Chemical
- 8 of top 10 Petroleum Refiners
- 4 of top 5 Beverage
- 8 of top 9 Food

"With very little training our analysts are using the software."

- LIMS Administrator

## Connect any Instrument...

When Labtronics first released LimsLink, our challenge was to be able to interface with any laboratory instrument. In order to meet that challenge we developed a new process for creating instrument interfaces that replaces custom programming and scripting with radio buttons, drop down menus and an exclusive graphic parser.

New interfaces or modifications to existing interfaces are all created using the same techniques, within the same application framework, for every instrument in your lab, regardless of the source or complexity of the data.

Ask for an on-line demonstration showing how instrument interfaces are configured using LimsLink's unique graphic interface. >> [info@labtronics.com](mailto:info@labtronics.com)

Using LimsLink as the one integration solution for all of your instruments reduces the learning curve for everyone, reducing training requirements for analysts and simplifying development, implementation and support of all of your instrument interfaces.

## ... to any LIMS...

LimsLink has been used to interface laboratory instruments with over 30 commercial LIMS and countless numbers of in-house developed LIMS. We work in close partnership with the leading LIMS developers, to ensure compatibility with their newest releases and upgrades.

## ... in any Industry

R&D, QA/QC and contract laboratories in the Pharmaceutical, Biotech, Chemical, Petrochemical, Food & Beverage and Environmental industries have all benefited from the efficiencies of LimsLink interfaces. Ask us for more information about LimsLink in your industry.

Ask us for more information about LimsLink in your industry. >> [info@labtronics.com](mailto:info@labtronics.com)



*LimsLink has the functions and features that address every data management requirement, from the simplest to the most complex. Interfaces can be configured to provide a high level of automation, while still giving the analyst the control and input they need when managing sample data.*

## Interfaces that Work With Your Analysts

### Data Review and Additional Calculations

LimsLink includes an integrated spreadsheet where additional calculations (applying dilution or weight factors, rounding of results, combining results, etc) can be applied to the instrument data and analysts can review the final results.

Analysts can even add their observations, comments or approval information into the spreadsheet and that information can be transferred into the LIMS, along with the sample results.

All activity in the spreadsheet can be controlled and monitored by LimsLink's security and audit trail system providing the level of security that meets the strictest regulatory requirements, including 21 CFR Part 11.

### Automated Limit Checking before Results are Reported to LIMS

LimsLink can automatically check sample results against limits, before the samples are reported to the LIMS, speeding up reprocessing the sample and reporting an accurate result.

Read how Pace Analytical uses LimsLink's Advanced Data Management to reduce their ICP data management time by almost 7 hours per day.  
[>> info@labtronics.com](mailto:info@labtronics.com)

If a sample fails a limit check, LimsLink will highlight the sample in the LimsLink spreadsheet, giving the analyst a clear visual indicator that the result needs to be reviewed and providing them with an opportunity to take corrective action immediately.

### Select the Results for Reporting to LIMS

LimsLink gives analysts the flexibility to select and highlight the samples, or even specific elements of samples, that they want to report, giving them the control they need to ensure that the right results are sent to the LIMS.

### Automate Creation of Worklists and Sequence Files

Automatically creating and uploading worklists or sequence files to instrument workstations can save as much time as eliminating manual data entry.

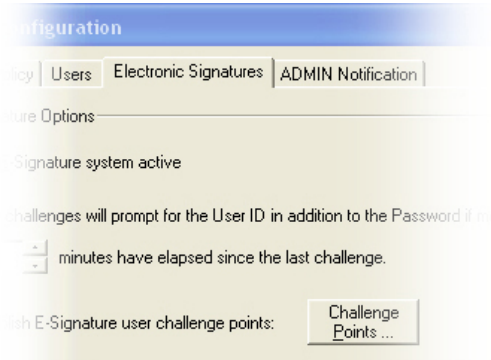
LimsLink will collect samples and sample information from the LIMS and then either create a work list in LimsLink or export it to the instrument data system as a sequence.

When the instrument data is collected, LimsLink ensures that the right analytical data is associated with the right sample before reporting the data to the LIMS.

D	E	F	G
Mode	CONC		
Type	S		
Corr. Factor	1.00000		
Analyst			
Analyst Remark	Report AI + S	ND=	Non Detect
			<b>Rounded</b>
<b>Concentration</b>	<b>SD</b>	<b>%RSD</b>	<b>Concentration</b>
18	0.2548	0.1948	130.8
95	0.0857	0.5058	17
75	0.05	1.324	3.8
92	0.0641	0.879	7.3
98	0.0538	0.2833	19
93	0.2515	0.5037	49.9
04	0.0366	0.6774	5.4
95	0.0466	2.448	1.9
723	0.0551	9.623	= round(D21,1)
651	0.0101	1.043	1
997	0	0	0.1
57	ppm		11.1

*"The chemists really like that LimsLink can verify that QC samples are within limits before any data is sent to LIMS. We have never had that luxury before."*

- LIMS Specialist

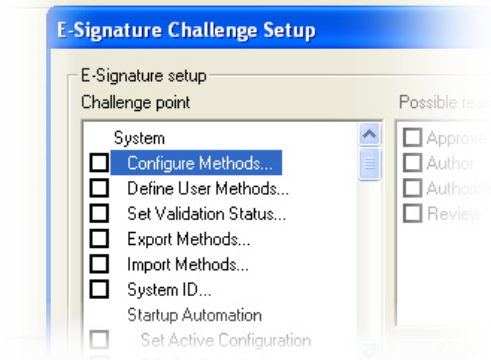


## Meet Security and Regulatory Compliance Requirements

Whether or not you operate within a regulated industry, you must have confidence that the results produced by the analysis are the results that are reported to your LIMS.

Request our white paper "LimsLink and 21 CFR Part 11" provides a detailed description of LimsLink's security components.  
 >> [info@labtronics.com](mailto:info@labtronics.com)

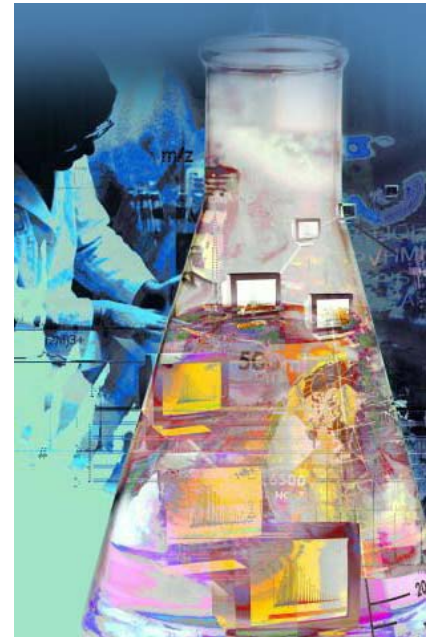
Password protection, electronic signatures, audit trails and archiving are all components in LimsLink that can be implemented to provide the high level of security that meets regulatory compliance requirements.



## Scalable to Match any Implementation Requirements

LimsLink's client/server architecture and secure database platform provides you with the flexibility to implement an interfacing solution that suits your laboratory's requirements and infrastructure, from individual workstation installations to full enterprise wide deployment.

LimsLink can be installed on a single PC for local processing of instrument data. As the number of instruments increases a client/server implementation is recommended to combine the flexibility of using multiple clients to collect data and the security of storing instrument data and methods on a central server.



For large-scale enterprise implementations, LimsLink can be deployed across a Wide Area Network transferring data between a central LIMS server and multiple instruments at multiple facilities.

For more information on LimsLink's technical requirements, send an email to [info@labtronics.com](mailto:info@labtronics.com) and request the LimsLink Technical Bulletin.

*"The approved results are automatically collected and transferred over the WAN (Wide Area Network) to the main LIMS server."*

- Case Study

**Get a Team of Interfacing Specialists Working for You**

Since 1986, Labtronics has had a clear focus on instrument interfacing solutions, working with over 6,000 laboratories around the world as well as the major LIMS vendors and instrument manufacturers.

During that time we have helped laboratories increase their efficiency and productivity by:

- Eliminating the high costs of transcription errors due to manual data entry
- Improving laboratory productivity by increasing sample throughput
- Maximizing personnel resources by reducing administrative overhead
- Transferring high volumes of data to LIMS quickly and accurately
- Lowering the cost of meeting regulatory compliance requirements, such as 21 CFR Part 11

Each member of our Professional Services group is able to draw on that experience, as well as their own laboratory background, to provide you with the level of guidance and expertise that you need to ensure that you get the results that you are looking for.

**Choose the Implementation Plan that Suits Your Needs**

Labtronics' Professional Services Group will work with you to develop an implementation plan that suits the scope of your project and the level of involvement that your organization wants to have in the process:

Ask for our White Paper, "Planning a Successful Instrument/LIMS Interfacing Project".  
 >> [info@labtronics.com](mailto:info@labtronics.com)

On-line training and interface development services are an ideal way to quick start a project or provide fast deployment of a few, basic instrument interfaces.

For more extensive requirements, our Professional Services group can provide on-site training and implementation services that assist and guide you in defining and achieving your interfacing goals and objectives.

For enterprise or global deployments, Labtronics can provide an integration team to work with your lab and IT people to assist with every step along the way, from planning and development of specifications right through to validation and end user training.



*"I wish that all of the companies that I work with ran their projects as smoothly and with as much integrity as Labtronics."*

- Sr. Project Manager, Honeywell Process Solutions

## MORE INFORMATION ON INSTRUMENT/LIMS INTEGRATION

Labtronics has created a wide array of FREE white papers, case studies and articles covering various topics on instrument/LIMS integration, such as:

**White Papers:** Planning a Successful Instrument/LIMS Interfacing Project, Instrument Interfacing for the Pharmaceutical Industry, etc.

**Case Studies:** LimsLink Saves Lab \$600,000 per Year, Customer Automates to Accommodate 150% increase in Workload, Pace Analytical Saves Hours per Day with LimsLink, etc.

**Articles:** Why Instrument Interfacing?, Maximize Your LIMS Investment, The Top 5 Myths About LIMS Interfacing, etc.

These additional resources are available through your Labtronics Account Manager:

Phone: 519-767-1061

Email: [sales@labtronics.com](mailto:sales@labtronics.com)

Or, you can register for our Resource Library for full access to our entire collection of instrument interfacing resources: [www.labtronics.com/resources/registration.asp](http://www.labtronics.com/resources/registration.asp).

## Contact Us to Discuss Your Requirements

*Let's discuss your specific requirements to determine the solution that best suits your needs.  
Representatives are always available to assist you in any way they can.*

*Delivering Results...  
Automatically*

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