Ultivo: Innovation Driving Customer Satisfaction

New Era of Fit-for-Purpose Triple Quad LC/MS

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“A Wonderful Bit of Serendipity”

Professor (Emeritus) Christie Enke, Ph.D., Professor Rick Yost, Ph.D., Professor Jim Morrison, Ph.D. (dec. 2013)
The Growth of Agilent’s LC/TQ Business

Agilent Introduces the 6410, our first LC/TQ, in 2006

Agilent, (4) LC/TQ Systems

Technology Innovations
- Orthogonal Spray
- Hexabore Capillary
- Dual Stage Ion Funnel
- Agilent Jet Stream
Reduce Customer Pain Points

**Diagnostics** — Provide “real-time” information to customer concerning stability/usability of the system

**Reliability** — Overall (mean time to service), sample throughput, consumable components (TMP, ion injector)

**Performance** — Sensitivity, selectivity, throughput, positive/negative switching, mass range / resolution, matrix

**Form Factor** — Size/ Footprint, stackability, external appearance

**Ease-of-Use** - Initial set-up / post-sales support (e.g. method development), training, fit into workflow

**Total Cost of Ownership** — Initial cost, servicing cost, gas usage, training, noise reduction
Innovation Driving Customer Satisfaction
Ultivo: “Fit-for-Purpose” Triple Quad LC/MS

SMALL IS BIG AGAIN!

You have a certain expectation for how your LC/TQ should work

- It should only take up a certain amount of space
- Provide robust, reliable and accurate measurements, day in – day out
- Minimal downtime for cleaning and maintenance
- Intuitive and user-friendly
- Quickly achieve ROI
Software is a Critical Component of the User Experience
What is Quant-My-Way?

“Customized MassHunter Quantitative Experience”
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“Customized MassHunter Quantitative Experience”
Ultivo Applications

- Multi-Residue Pesticide Analysis in Food Matrices Using Ultivo Triple Quad LC/MS
- Analysis of Multiple Mycotoxins in Corn, Peanut and Black Pepper Employing the Ultivo Triple Quadrupole LC/MS
- Automated Online SPE/Triple Quad LC/MS Analysis of Trace Organic Contaminants in Drinking Water
- Analysis of Per/Polyfluoroalkyl Substances (PFASs) in Water using the Ultivo Triple Quad LC/MS
Conclusion: Shape of Things to Come
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- Training
- Timelines
- Regulations
- Lab space
- Budgets
Conclusion: Shape of Things to Come

Ultivo Triple Quad LC/MS
AGILENT IS RESHAPING THE FUTURE OF MASS SPECTROMETRY.

JOIN US AND WELCOME A NEW ERA AT ASMS.