WHAT LAB MANAGERS WANT

Agilent Technologies commissioned 'Understanding Key Challenges and Pain Points in the Global Laboratory Market', an independent global survey of lab managers from different market segments. The primary objective of the survey was to understand lab managers pain points and find out what they need to address their most pressing concerns, as well as reveal the differences and similarities of the challenges they face.



Our survey revealed...

"Due to high volume of samples we receive every day, we need to enhance our workflow system"

"The main area of focus is to give the maximum results with high reliability and accuracy."

Better productivity and higher throughput work in labs processing over 500 samples per week

Less maintenance/ downtime and improved workflow



of respondents find instrument of respondents find Instrument maintenance/downtime to be their biggest challenge in managing their biggest challenge in managing

of productivity of laboratories is limited largely by scheduled maintenance and unplanned downtime

"Our main challenge is the foot size of the laboratory as we are growing and experiencing high volume of samples"

"We encounter

a high volume of

testing samples

every day and consistency in

workflow is a

big challenge due to down-

time"

More space

lab managers think that size/footprint of their laboratory is a limiting factor affecting operations today designs of instruments can



The survey was conducted by Frost & Sullivan via a 30-minute online questionnaire in 3 regions: Europe, Asia and the USA. A total of 700 lab managers were surveyed who varied in experience, as well as company size and primary function.

