Agilent Chemical Standards Portfolio Expansion

Webinar | Q&A

Mitesh Patel
Frederick Chan
July 11th, 2019
Who was Ultra Scientific?
A leading supplier of analytical standards to companies throughout the world.

- **54 employees**, headquartered in **North Kingstown, RI** with facilities for production, quality control, unitizing, packaging, and customer service
- **~5000** stocked organic and inorganic chemical standards plus custom solutions
- **Long time supplier** of chemical standards and reference standards to Agilent’s CSD business
- **Top Tier Accreditation** – ISO 9001, 17025 and **17034**

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**Product Portfolio**

**Analytical Standards**
- Certified Reference Materials
- Organic & Inorganic Standards
- Calibration Standards
- IQ/QQ/PQ
- Quality Control Check Standards

**Analytical Solutions**
- Buffers & Reagents
- Diluents & Wash Solutions
- ULTRApure Water
Agilent’s Expanded Portfolio

- Tuning Standards
- Checkout Standards
- Calibration Curves
- Surrogates
- Internal Standards
- Method Development
- Method Validity
- Method Variability
Workflow solutions and applications

Sample preparation and containment

Chemical standards

Separation

Detection

Analysis

Services

Environmental

Food / Beverage

The Periodic Table
# Agilent Chemical Standards Portfolio – Current and Future

<table>
<thead>
<tr>
<th>Organic</th>
<th>Environmental</th>
<th>Pharma</th>
<th>Forensics</th>
<th>BioPharma</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Food &amp; Beverage</strong></td>
<td><strong>Dioxins</strong></td>
<td><strong>APIs</strong></td>
<td><strong>Drugs of abuse &amp; metabolites</strong></td>
<td><strong>Peptides</strong></td>
</tr>
<tr>
<td>Allergens</td>
<td>Furans</td>
<td>Excipients</td>
<td>Sports drug &amp; steroids</td>
<td>Glycans</td>
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<tr>
<td><strong>Food authenticity</strong></td>
<td>Polychlorinated Biphenyls</td>
<td><strong>Primary Standards</strong></td>
<td>Pure materials (drug compounds)</td>
<td><strong>Oligos</strong></td>
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<tr>
<td>Phenols and aromatic compounds</td>
<td>Pesticides</td>
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<td><strong>mABs</strong></td>
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<tr>
<td>Dyes</td>
<td><strong>Volatile Organic Compounds</strong></td>
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<td><strong>Amino Acids</strong></td>
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<td><strong>Amino- and Nitro-Aromatics</strong></td>
<td><strong>Highly Volatile Halocarbons</strong></td>
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<td>Lipids</td>
<td><strong>Hydrocarbons and Petrochemicals</strong></td>
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<td>PAHs</td>
<td><strong>Plasticizers</strong></td>
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<tr>
<td>Vet Drugs</td>
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</tbody>
</table>

**Custom Organic and Inorganic Standards!**

<table>
<thead>
<tr>
<th>Inorganic</th>
<th>Single element</th>
<th>Multi Element</th>
<th>Organometallic</th>
<th>Metals in Biodiesel</th>
<th>Solvents</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>ICPMS</td>
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<table>
<thead>
<tr>
<th>Instrument</th>
<th>Checkout</th>
<th>Compliance</th>
<th>Tuning</th>
<th>Column Checkout</th>
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<tr>
<td>LC</td>
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<td>LCMS</td>
<td>LC</td>
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<td>GCMS</td>
<td>ICPMSE</td>
<td>AA</td>
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<td>AA</td>
<td>AA</td>
<td>UV-VIS</td>
<td>UV-VIS</td>
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<td>UV-VIS</td>
<td></td>
<td>FTIR</td>
<td>FTIR</td>
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<td>FTIR</td>
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<td>CE</td>
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<td>CE</td>
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<td>Genomics</td>
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<td>Genomics</td>
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<td>LC Columns</td>
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<td>GC Columns</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

7/10/2019
7,500 ampules produced per day

6,800 standards in our new portfolio

90 orders a day that are processed

3 focus areas - Environmental, Food, Elemental Analysis

8 Product catalogs ready at launch

Columns that can be bundled with standards

All of them

0 Other standard manufacturers who also sell instruments

2-3 days Average turnaround time on an order *
Chemical Standards catalog products
How to search chemical standard product

1. Global search from A.com
   - Part number

2. Chemical standard landing page search bar
   - Part number
   - Part Description
   - CAS number
   - Analytes name

3. Product categories and sub-categories
   - Type of products
   - Application
   - Similar products
For most chemical standards searches:

Type/Select Chemical standards and search
How to go to chemical standard landing page

Click on Chemical Standards
Chemical standard Landing page

High Quality reference material and certified reference materials for your workflow

With 40+ years of expertise, Agilent has a comprehensive portfolio of food, environment, elemental analysis, Instrument performance, and forensic standard. Complete your workflow solution with quality analytical standards from Agilent. If you cannot find what you are looking for, we can work with you to design and develop a custom standard to your specifications.

Search bar

Didn’t find the standard you need? Our lab is prepared to produce what you need.

REQUEST CUSTOM STANDARD
How to go to chemical standard landing page
Narrow down the search results using filters

Search Results for Nicotine

<table>
<thead>
<tr>
<th>Part Number</th>
<th>Product Description</th>
<th>Concentration</th>
<th>Solvent</th>
<th>Packaging</th>
<th>Your Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>PSM-101-C</td>
<td>FDA Pesticide GC #3</td>
<td>multiple</td>
<td>Acetone</td>
<td>1 mL Ampule</td>
<td>165.00 USD</td>
</tr>
<tr>
<td>TFP-15-1</td>
<td>GB/T 23211 Standard #15</td>
<td>multiple</td>
<td>Acetonitrile</td>
<td>1 mL Ampule</td>
<td>182.00 USD</td>
</tr>
<tr>
<td>PST-4230M1000</td>
<td>Nicotine standard</td>
<td>1000 µg/mL</td>
<td>Methanol</td>
<td>1 mL Ampule</td>
<td>29.70 USD</td>
</tr>
<tr>
<td>PST-4230A1000</td>
<td>Nicotine standard</td>
<td>1000 µg/mL</td>
<td>Acetonitrile</td>
<td>1 mL Ampule</td>
<td>32.67 USD</td>
</tr>
</tbody>
</table>
Filter Results

Filter by: Analyte, Format, Concentration, Solvent, Agency Method

Format

- Multi component mixture
- Single component mixture

Clear All

APPLY

7/10/2019
### Filter Results

相关结果筛选页面，包括
- **Filter by**: Analyte, Format, Concentration, Solvent, Agency Method

#### Analyte

<table>
<thead>
<tr>
<th>2,3,5,6-Tetrachloroaniline</th>
<th>4,4′-DDE</th>
<th>Aldicarb sulfone</th>
<th>Butralin</th>
<th>Captan</th>
<th>Chlordimeform</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chlorfenapyr</td>
<td>Chlorthion</td>
<td>cis-Chlordane</td>
<td>cis-Permethrin</td>
<td>Cypermethrin</td>
<td>Dicropoxyldisulfide</td>
</tr>
<tr>
<td>Dieldrin</td>
<td>Fenchlorphos</td>
<td>Fenpropidin</td>
<td>Flamprop-methyl</td>
<td>Gamma-BHC (lindane)</td>
<td>Methoxychlor</td>
</tr>
<tr>
<td>Methylpentachlorophenylsulfide</td>
<td>MGK-264 (mixed total)</td>
<td>N-1-Naphthalthalic acid</td>
<td>Napropamide</td>
<td>Spirethrin</td>
<td>o,p′-Methoxychlor</td>
</tr>
<tr>
<td>Omethoate</td>
<td>Pentachlorobenzonitrile</td>
<td>Phosalone</td>
<td>Pyrethrins</td>
<td>Spirodiclofen</td>
<td>Temephos</td>
</tr>
<tr>
<td>Triallate</td>
<td>Tris(isobutyl) phosphate</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Clear All**
Filter Results

Filter by: Analyte, Format, Concentration, Solvent, Agency Method

Concentration

- 100 µg/mL
- 1000 µg/mL

Clear All

APPLY
Finding more information of parts

Search Results for Nicotine

<table>
<thead>
<tr>
<th>Part Number</th>
<th>Product Description</th>
<th>Concentration</th>
<th>Solvent</th>
<th>Packaging</th>
<th>Your Price</th>
<th>QTY</th>
</tr>
</thead>
<tbody>
<tr>
<td>F1001</td>
<td>FDA Pesticide GC #3</td>
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<td>Acetone</td>
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<tr>
<td>FP-15-1</td>
<td>GB/T 23211 Standard #15</td>
<td>multiple</td>
<td>Acetonitrile</td>
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Expand and collapse information using + & -
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<td>1 mL Ampule</td>
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</tr>
</tbody>
</table>

Components:
- Nicotine, 100 µg/mL;
- Triallate, 100 µg/mL;
- Dieldrin, 100 µg/mL;

Format: Multi component mixture

Solvent: Acetone

See all product information >
Part Number: PSM-101-C

### Pesticides

**Product Description**

- FDA Pesticide GC #3

**Specifications**

- **Format**: Multi component mixture
- **Analysis Type**: Quantitative
- **Standard Concentration**:
  - \( \text{cis-Permethrin}: 100 \mu g/mL \)
  - \( \text{\(\alpha,\beta\)}\)-\text{BHC}: 100 \mu g/mL
  - Chlorfenapyr: 100 \mu g/mL
  - \( \text{Nicotine}: 100 \mu g/mL \)
  - \( \text{\(\alpha,\beta\)}\)-\text{BHC}: 100 \mu g/mL
  - \( \text{Dieldrin}: 100 \mu g/mL \)
- **Quality Standard**: ISO 17025
- **Volume**: 1 mL
- **Chemical Type**: Organic
- **Solvent**: Acetone
- **Packaging**: Ampule

**List Price**

- **List Price**: $165.00

**Product Availability**

- **In Stock**

[Add to Cart]
How to go back to chemical standard landing page

Use this back arrow

Do not use this
Cart

Order processing steps

Selected product information

Insert Promotional code

Required ecommerce enablement by Agilent

You have 1 item/items in your cart.
Items will remain in your shopping cart for 30 days. You can check out or continue shopping anytime during that period.

SUBTOTAL of 1 item(s)
$32.67 USD

START CHECK OUT

PST-4230A1000
Nicotine standard

Add to Favorites | Remove from Cart

In Stock – Item available to ship

Do you have a promotional code?
APPLY

SUBTOTAL OF 1 ITEM(S)
$32.67 USD
Compare up to four selections

<table>
<thead>
<tr>
<th>Part Number</th>
<th>Product Description</th>
<th>Concentration</th>
<th>Solvent</th>
<th>Packaging</th>
<th>Your Price</th>
<th>QTY</th>
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</thead>
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Connect with Agilent

About Agilent
- Newsroom
- Company Information
- Investor Relations
- Careers
- Community Relations

Resources
- Literature Library
- Video Library
- Events
- E-Seminars
- Training Courses

Shopping Tools
- Buy Online
- Quick Order
- My Account
- My Favorites
- My Orders

Support & Services
- Agilent Community
- Technical Support
- On-Site Services
- Analytical Instrument Services
- Vacuum Product Services

Agilent
- Headquarters
- Trademark Acknowledgement
- 5301 Stevens Creek Blvd
- Santa Clara, CA 95051
- United States

Detail 4 parts selected.

Compare
Use product comparison tool to narrow down the search results

For selecting different products for comparison

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>FDA Pesticide GC #3</td>
<td>GB/T 23211 Standard #15</td>
<td>Nicotine standard</td>
<td>Nicotine standard</td>
</tr>
<tr>
<td>List Price: 165.00 USD</td>
<td>List Price: 182.00 USD</td>
<td>List Price: 32.67 USD</td>
<td>List Price: 29.70 USD</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Solvent</th>
<th>Acetone</th>
<th>Acetonitrile</th>
<th>Acetonitrile</th>
<th>Methanol</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Standard Concentration</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2,3,5,6-Tetrachloroaniline:</td>
<td>100 µg/mL</td>
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</tr>
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<td>100 µg/mL</td>
<td>Chlorimiphos:</td>
<td>100 µg/mL</td>
<td>Nicotine: 1000 µg/mL</td>
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<tr>
<td>Butrin:</td>
<td>100 µg/mL</td>
<td>Chlorothion:</td>
<td>100 µg/mL</td>
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</tr>
<tr>
<td>Captan:</td>
<td>100 µg/mL</td>
<td>Dicrotophos:</td>
<td>100 µg/mL</td>
<td></td>
</tr>
<tr>
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<td>100 µg/mL</td>
<td>Fenchlorphos:</td>
<td>100 µg/mL</td>
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</tr>
<tr>
<td>Cypermethrin:</td>
<td>100 µg/mL</td>
<td>Fenpropidin:</td>
<td>100 µg/mL</td>
<td></td>
</tr>
<tr>
<td>Dieldrin:</td>
<td>100 µg/mL</td>
<td>Flamprop-methyl:</td>
<td>100 µg/mL</td>
<td></td>
</tr>
<tr>
<td>Volume</td>
<td>1 mL</td>
<td>1 mL</td>
<td>1 mL</td>
<td>1 mL</td>
</tr>
</tbody>
</table>
Search using product categories

Did you find the standard you need? Our lab is prepared to produce what you need.

REQUEST CUSTOM STANDARD

Chemical Standards

All Categories

Product categories

Agency Methods  Biopharma  Column Checkout Standards  Elemental Analysis

Environmental  Food and Beverages  Instrument Calibration  Meters

Petrochemical  Solvents & Additives
Promotions

Purchase any volume of Chemical Standards on the Online Store, and receive a 20% discount. This code...

10% discount on any HPLC and GC columns, sample prep products, catalog chemical standards...

See All ➤
Custom Chemical standard Quote request
Navigating through website

Type/Select Chemical standards and search

Click on Chemical Standards
Chemical standard Landing page

High Quality reference material and certified reference materials for your workflow

With 40+ years of expertise, Agilent has a comprehensive portfolio of food, environment, elemental analysis, Instrument performance, and forensic standard. Complete your workflow solution with quality analytical standards from Agilent. If you cannot find what you are looking for, we can work with you to design and develop a custom standard to your specifications.

Standards | Certificate of Analysis | Safety Data Sheet
---|---|---

Didn’t find the standard you need? Our lab is prepared to produce what you need.

REQUEST CUSTOM STANDARD
Required to create Login

Login

Please enter a Login Name

Email Address or Login
Password

[ ] Remember me on this computer (What is this?)

Login Help:
• Forgot my password
• Agilent University customers – this account is in addition to your Agilent University account and is required to purchase Agilent University Training Credits.
• All AATI users, please reset your password first time you log in to Agilent.com.
• Register with Agilent

LOGIN

Not Registered?

• View Pricing
• Place Online Orders
• Track Orders

REGISTER
Two Options for Requesting Custom Quote

Request Custom Standards

Get Started

If our catalog of off-the-shelf standards does not support your application need, we are happy to make custom standards for you. You will receive a quote once you submit your recipe.

Choose how to get started below:

- **Enter a new recipe**
  Enter a new custom recipe using the entry form.

- **Modify the recipe of an existing product**
  Modify the recipe of a chemical standard from our catalog using its part number. (The recipe form will be pre-populated based on the part number you enter.)
Enter New Recipe

1) Select Quality level

2) Select product class and type; Solution, Neat or Linearity Kit.

3) Select/Enter Analytes, concentration, unit

4) Add lines to add more analytes

5) Select/Enter quantity and fill size

6) Select/Enter Matrix (Solvent)

Note: No preview of quote before the submission

<table>
<thead>
<tr>
<th>Unit of Measure</th>
<th>µg/mL</th>
<th>mg/mL</th>
<th>% (w/w)</th>
<th>% (v/v)</th>
</tr>
</thead>
<tbody>
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<td>% (w/w)</td>
<td>% (v/v)</td>
</tr>
</tbody>
</table>
Custom Recipe; Match to Exact Catalog Part Number

Exact Match Found in Catalog

We found an off-the-shelf standard in our catalog that matches your recipe exactly. Order now to save time and cost.

PST-4230A1000

- Nicotine standard
- Analyte: Nicotine
- Solvent: Acetonitrile
- Format: Single component mixture
- CAS Number: 54-11-5
- Standard Concentration: Nicotine: 1000 µg/mL

List Price: $32.67 USD
Similar Matched products

Based on analytes comparison

Matrix and concentration are excluded in similar matches
Use product comparison tool to narrow down the search results

<table>
<thead>
<tr>
<th>Part #</th>
<th>Description</th>
<th>Solvent</th>
<th>Standard Concentration</th>
<th>Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>AM-100-1</td>
<td>Benzene standard</td>
<td>Methanol</td>
<td>Benzene: 100 µg/mL</td>
<td>1 mL</td>
</tr>
<tr>
<td>EPA-1003-1</td>
<td>Benzene standard</td>
<td>Methanol</td>
<td>Benzene: 5000 µg/mL</td>
<td>1 mL</td>
</tr>
<tr>
<td>RAB-041</td>
<td>Benzene</td>
<td>-</td>
<td>Benzene: 100 mg</td>
<td>100 mg</td>
</tr>
<tr>
<td>SCA-312-1</td>
<td>Residual Solvents</td>
<td>Triacetin</td>
<td>1,2-Dichloroethane: 100 µg/mL</td>
<td>1 mL</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Benzene: 100 µg/mL</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Chloroform: 500 µg/mL</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Trichloroethene: 500 µg/mL</td>
<td></td>
</tr>
</tbody>
</table>
Confirmation of Quote request

Recipe Received

Thank you for your custom request. Your custom quote request has been received, and a quote will be emailed to you upon completion. If there are additional clarifications needed on your request, an Agilent representative will reach out to you. If you have any additional questions or concerns for your quote, please email tech.ari@agilent.com.

You will also receive an email confirmation.

<table>
<thead>
<tr>
<th>Analyte Name</th>
<th>CAS#</th>
<th>Concentration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nicotine</td>
<td>54-11-5</td>
<td>1,000,000 µg/mL</td>
</tr>
<tr>
<td>Dibromoacetic acid</td>
<td>631-64-1</td>
<td>1,000,000 µg/mL</td>
</tr>
</tbody>
</table>

Solvent: Methanol

Agilent may be required to change the matrix ratio, or add a cosolvent in order to achieve total solubility. The true matrix will be reported on the Certificate of Analysis.

Fill Size: 1 mL

Quantity: 1

Shelf Life: 12 Months
Add the “My Quotes” page display for order placement

Review your Quote history on “My Quotes”
# Linearity Kit

## Kit Component 1

<table>
<thead>
<tr>
<th>Analyte No</th>
<th>Analyte Name/Description</th>
<th>CAS Number</th>
<th>Concentration</th>
<th>Unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Nicotine</td>
<td>54-11-5</td>
<td>50</td>
<td>µg/mL</td>
</tr>
<tr>
<td>2</td>
<td>Fenuron</td>
<td>101-42-8</td>
<td>100</td>
<td>µg/mL</td>
</tr>
<tr>
<td>3</td>
<td>m-Dymene</td>
<td>535-77-3</td>
<td>50</td>
<td>µg/mL</td>
</tr>
<tr>
<td>4</td>
<td>Nitratin</td>
<td>4726-14-1</td>
<td>100</td>
<td>µg/mL</td>
</tr>
</tbody>
</table>

### Quantity

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Fill Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1 mL</td>
</tr>
</tbody>
</table>

[Add Kit Component]

## Kit Component 2
Two Options for Requesting Custom Quote

Request Custom Standards

Get Started

If our catalog of off-the-shelf standards does not support your application need, we are happy to make custom standards for you. You will receive a quote once you submit your recipe. Choose how to get started below:

Enter a new recipe
Enter a new custom recipe using the entry form.

Modify the recipe of an existing product
Modify the recipe of a chemical standard from our catalog using its part number. (The recipe form will be pre-populated based on the part number you enter.)

Enter Catalog or Custom part number

Part Number
DWM-615-1

GET STARTED

GET STARTED
# Modify catalog product

Pre populated recipe

<table>
<thead>
<tr>
<th>Analyte No</th>
<th>Analyte Name/Description</th>
<th>CAS Number</th>
<th>Concentration</th>
<th>Unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Dibromomethane</td>
<td>74-95-3</td>
<td>2000</td>
<td>µg/mL</td>
</tr>
<tr>
<td>2</td>
<td>1,1-Dichloroethane</td>
<td>75-34-3</td>
<td>2000</td>
<td>µg/mL</td>
</tr>
<tr>
<td>3</td>
<td>Carbon tetrachloride</td>
<td>56-23-5</td>
<td>2000</td>
<td>µg/mL</td>
</tr>
<tr>
<td>4</td>
<td>Bromochloromethane</td>
<td>74-97-5</td>
<td>2000</td>
<td>µg/mL</td>
</tr>
<tr>
<td>5</td>
<td>Bromoform</td>
<td>75-25-2</td>
<td>2000</td>
<td>µg/mL</td>
</tr>
<tr>
<td>6</td>
<td>2,2-Dichloropropane</td>
<td>594-20-7</td>
<td>2000</td>
<td>µg/mL</td>
</tr>
<tr>
<td>7</td>
<td>Chloroform</td>
<td>67-66-3</td>
<td>2000</td>
<td>µg/mL</td>
</tr>
<tr>
<td>8</td>
<td>1,1,1-Trichloroethane</td>
<td>71-55-6</td>
<td>2000</td>
<td>µg/mL</td>
</tr>
<tr>
<td>9</td>
<td>Tetrachloroethene</td>
<td>127-18-4</td>
<td>2000</td>
<td>µg/mL</td>
</tr>
</tbody>
</table>

Delete/Add analytes, Change concentration, unit, Matrix or Quality level

---

**Quantity**

**Fill Size**

**Matrix**

Select Matrix

**SUBMIT**
Summary

- Agilent now offers standards in Environmental, Food and Elemental analysis market
- Enhanced web experience; Improved product searchability, CoA and Safety Data Sheet
- Online custom ordering capabilities; Faster quote turn around time, minimize errors
- Dedicated technical support team with 20+ years of experience
Questions ?