Every year, you can count on the CrossLab Academic Core Facility Management Benchmarking Study for information about trends, challenges, and growth areas in the shared resource community. And we’ll continue to bring you our FREE Benchmarking Study, year after year.

Now imagine if the data gathered in our benchmarking studies were customized for your individual lab. You’d be able to measure your core facilities against other institutions... identify growth opportunities... and gain actionable insights into improving operational efficiency.

Here’s the good news... there’s a way to make it happen.

**NEW CrossLab Academic Core Facility customized benchmarking reports, based on exhaustive data gathered from your facilities.**

This year, we’ve updated our benchmarking survey to focus on metrics that paint a clearer picture of the current state of the market. As always, participation is free, and you’ll receive an overall market analysis—at no cost to you—in late summer/early fall.

The report will continue to include these highlights:

- An overall analysis of market financials
- Growing trends that can be observed from the data

And with new customized benchmarking reports, you can also benefit from a deeper perspective—one that’s customized exclusively for your lab.
Here's a small sampling of what a typical personalized report includes:

**Executive summary**
A detailed list of the number of labs you were benchmarked against, organized by:
- Specialty
- Geography
- Business model
- Years in business

A summary of the most impactful actions you can take in:
- Financial performance
- Core management and operations
- Customer growth and marketing

**Financial performance**
Revenue and expenses percentile based on:
- Lab specialty
- Geography
- Years core has been in business
- Impact of institutional rate negotiation on expenses
- Correlations between number of customers, staffing levels and/or marketing and your revenue generation for the year

**Core management and operations**
FTE per-customer percentile based on:
- Lab specialty
- Geography
- Years core has been in business
- Staff retention rates and salary compensation
- How do you compare to your peers?
- Are you using the best systems to manage your workload?
- Could a process efficiency analysis impact your bottom line?

**Customer growth and marketing**
- How does your customer growth compare to other cores of the same type, or cores in business for a similar time period?
- Would a satisfaction survey positively impact your business?

The 2018 Academic Core Management Benchmarking Survey will be available soon.
To participate, contact noelle.strubczewski@agilent.com or your Agilent representative.

This information is subject to change without notice.