



BETTER SAMPLE PREP TIME AFTER TIME AFTER TIME AFTER TIME AFTER TIME AFTER TIME AFTER TIME AFTER TIME AFTER TIME

Agilent 7696A Sample Prep WorkBench. Repeatable sample prep savings.



Manual sample prep is costly – in the amount of time required, the rework, as well as out-of-pocket costs. There's also variability which can reduce confidence in your results. Fortunately, there is a simple, repeatable solution.

The 7696A Sample Prep WorkBench can be used with virtually any LC or GC analytical technique, and will reduce the time, the cost and tedium of manual sample preparation. You can lower consumption of solvents, reagents, and glassware, and spend less on disposal. Even better, lab technicians can be freed up to perform other tasks to help increase overall productivity.

Additional benefits include:

- Decreased sample carryover
- Lower health and safety risks for users
- Automatic generation of accurate, auditable records

To find out more, visit:

www.agilent.com/chem/WorkBench

Agilent 7696A WorkBench Cost Benefit Calculator

Determine your potential savings: Change any field highlighted in grey under "Manual Sample Prep Costs" in the left column. Totals at the bottom-right will update each time a number is changed. Click on the button below to graph your results. [Users Guide](#)

Update Graphs

TOTAL \$ per year

Manual	WorkBench	Savings
\$238,800	\$70,000	\$173,900

Break Even Time

Months to break even: **2**

See how it works – watch the Sample Prep WorkBench Video.

Category	Manual Sample Prep Costs	WorkBench Sample Prep Costs	Total Savings
Labor rate \$ per hour	\$ 55	\$ 55	
Samples per week	400	400	
Samples per year	20,000	20,000	
WorkBench purchase price		\$ 25,000	
Glassware (disposable or cleaning) WorkBench uses no glassware – only standard 2mL vials			
Avg. cost of glassware	\$ 2.50	\$ 0.50	
No. glassware per sample	2	2	
Cost per sample	\$ 5.00	\$ 1.00	
Cost per week	\$ 2,000	\$ 400	
Cost per year	\$ 100,000	\$ 20,000	
Solvents & reagents WorkBench uses ~10X less solvent and reagents			
Avg. cost per sample	\$ 2.50	\$ 0.25	
Cost per week	\$ 1,000	\$ 100	
Cost per year	\$ 50,000	\$ 5,000	
Labor cost WorkBench requires ~1/3 the labor of manual techniques			
Time (minutes) per sample	4	1	
Cost per sample	\$ 4	\$ 1	
Cost per week	\$ 1,600	\$ 400	
Cost per year	\$ 80,000	\$ 20,000	
Solvent waste disposal WorkBench uses ~10X less solvent and reagents			
Avg. cost per sample	\$ 5.60	\$ 5.60	
Automation percentage	10%	100%	
Cost per month	\$ 224	\$ 22	
Cost per year	\$ 2,800	\$ 280	
Repeat analysis due to sample prep WorkBench is much more reproducible than manual techniques (4X)			
Batches re-run per week	0.5	0.1	
Avg. no. samples per batch	20	20	
Cost of rework per week	\$ 120	\$ 4	\$ 116
Cost of rework per year	\$ 6,000	\$ 200	\$ 5,800
TOTAL cost per week	\$ 5,280	\$ 1,410	\$ 3,986
TOTAL cost per year	\$ 238,800	\$ 70,000	\$ 173,900

*Includes suggested U.S. WorkBench purchase price of approx. \$25,000

Savings you can see – instantly. The Sample Prep WorkBench Cost Benefit Calculator offers an instant profile of your potential savings with the 7696A Sample Prep WorkBench. Enter your workflow information, and see how much you could save in time and materials:

agilent.com/chem/WorkBenchCalculator

This information is subject to change without notice.
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