

Enabling Science. Simplifying Services.

CrossLab Lab-Wide Instrument Services



Optimizing the return on your investment in your equipment and enabling the productivity of your scientists is challenging yet critical

Staying competitive requires today's laboratories to be focused on scientific research, development, and quality control—yet they are also required to deliver ever-improving business efficiency. As the laboratory continues to grow in complexity so do the operational needs of the lab. This growing complexity requires an extensive amount of work selecting and managing suppliers, negotiating the contract terms, ensuring necessary hardware service entitlements, and keeping abreast with the latest quality expectations to stay audit-ready.

With many organizations operating across multiple labs with thousands of instruments from hundreds of suppliers and associated various contract requirements, it is difficult to ensure your lab is performing to industry benchmark and optimizing service spend.

How are you keeping your lab operating at peak efficiency?

Our research has highlighted that many labs are spending up to 25% more than industry standards in acquiring and maintaining service contracts. This is seen in the often-overlooked costs associated with:

- Procure to pay activities, specifically processing high volumes of purchase orders
- Inefficiency and an inability to benefit from vendor consolidation
- Unoptimized contracts lacking the experience, expertise, and purchasing power of an industry leader
- Elevated instrument downtime associated with inconsistent service delivery and supplier management
- Excessive time spent by critical scientific staff supporting operational and instrument management

How could these unrealized costs be adding up for you?

If you lack visibility into your total costs in instrument maintenance from last year or find it challenging to accurately forecast lab operational requirements this is an indicator you do not have the appropriate level of control of your lab-wide service spend or the necessary insight of equipment needs and usage across your fleet.

Agilent
CrossLab

From Insight to Outcome



Discover how CrossLab integrates services and consumables to support workflow success, improve productivity, and enhance operational efficiency.

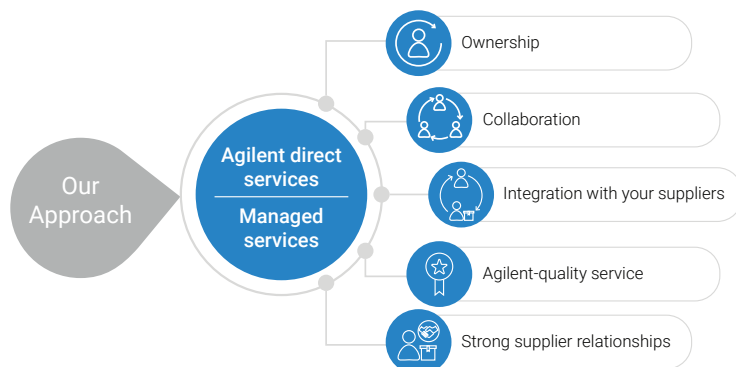
Learn more at:
www.agilent.com/crosslab



Benefit from our expertise

Agilent Lab-Wide Instrument Services supports your needs with our unique laboratory-first approach. A model that ensures all the instruments across your laboratory benefit from a harmonized service strategy, based on a powerful combination of industry knowledge and scientific expertise. With this service management model, Agilent becomes your strategic partner and actively sources and manages a compilation of service experts in support of a service strategy tailored to your goals and business requirements.

To optimize your business operations, leverage a framework that provides a holistic view to then balance risk and laboratory productivity. Paired with sophisticated lab-wide analytic tools that allow for data-driven decisions, you can feel confident you have made the necessary entitlement commitments benchmarked to industry standards. With Agilent, you gain efficiency and consistency, provided by the right service experts who are in turn supported by a comprehensive, ongoing assessment of your assets and appropriate service levels. Contact Agilent to discuss how to formulate a strategy, built on a foundation of trust, that is easily scalable to meet your evolving business needs while controlling your spending and delivering unmatched value.



Below are the additional capabilities within the CrossLab Portfolio to facilitate further advancement in your lab.



Inventory services

Starting with a strong foundation of what you have on-hand enables you to make informed, data-driven decisions on how to make the best use of your capital and operations budgets. This often includes unlocking hidden value by identifying lab assets you didn't know you had and no longer need. CrossLab Scientific Equipment Inventory accurately identifies and documents the instruments and associated equipment in the lab.



Asset Monitoring

Get the insights you need to optimize your lab's operations. Agilent CrossLab Asset Monitoring combines advanced Internet of Things (IoT) sensor technology and data analytics to enable lab-wide visibility. It integrates sensor-based utilization monitoring with business analytics. Justify CapEx, OpEx, and productivity decisions using fact-based data.



Asset Management

The foundation for successful modern laboratories is a comprehensive lab operation management plan. This enables building and effectively executing an operating philosophy, leading to consistently meeting your scientific and business goals. Finding the partner who best helps your organization develop and execute this plan-from current operations to future strategies-will enable you to achieve this success.



To know more about Lab-Wide Enterprise Services, please visit:
www.agilent.us/chem/lab-wide

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Trusted Answers