

# 10 Ways SLIMS Boosts the Profitability of Cannabis Testing

Manual methods are costing you time and money. It's **time to modernize.**

**Speed. Scale. Quality. Profitability. It's All Connected.**

The profitability of cannabis testing is directly tied to faster sample turnaround and faster results. Yet the framework around test requirements is becoming more complex. How can labs keep pace without sacrificing quality?

To gain a true competitive advantage in the cannabis testing arena, labs need to accelerate their digital transformation journeys and make the move to more efficient, accurate, automated, and scalable testing methodologies.

Yet many cannabis testing labs continue to rely on manual processes. Take a closer look at the issues with manual testing—and the advantages of modernizing with Agilent SLIMS.

## Commercial Testing Lab Managers Are Looking To:<sup>1</sup>

Scale up their labs\* **69%**

Reduce sample processing time **56%**

Streamline processes **53%**

Simplify tracking of samples and data **52%**

\* Survey respondents were asked which of the statements above they agreed with and were allowed to choose more than one response.



## Manual cannabis testing methods are holding you back

Spreadsheets and existing software are sometimes perceived as simple, familiar, and cost-effective. However, there are substantial downsides to manual processes—particularly if you're looking to grow your business. Manual methods tend to be:

- Error-Prone**  
Mistakes in data entry, typos, etc.
- Slow**  
Time-consuming data transcription
- Tedious**  
Constant reviews, frustrated staff
- Risky**  
Failure to follow SOP and regulatory requirements can lead to penalties
- Limited**  
Can't scale up as easily

## How Commercial Testing Labs Describe Manual Testing Systems?

Error prone\* **69%**

Slow: **66%**

Tedious: **64%**

Risky: **52%**

Limited: **43%**

\* Survey respondents were allowed to choose more than one response to this question.

The software program most commonly used by respondents to track samples was:<sup>2</sup>



**77%**

Excel

**34%**

Google Sheets

**ONLY 30%**

LIMS

## 10 Reasons the Grass is Greener with Agilent SLIMS

With SLIMS you can maximize the number of COAs per day without compromising data quality, so you can maximize revenue and scale up with minimal risk. Here's a quick summary of SLIMS advantages over manual processes.

- See samples and workflows at a glance**  
The graphical dashboard provided by SLIMS makes it easy to estimate workflow timings.  
Can I accept more samples? Where are the bottlenecks? Is the lab over or under capacity?
- Speed up workflows and scale with ease**  
Integrations with key systems in your lab such as Agilent and third-party instruments help reduce delays accessing data, eliminate the need to manually type in the data, and help you scale up on demand.
- Have higher confidence in your process and results**  
SLIMS guides you through the SOP step by step, minimizing errors and repeat testing, which saves time and improves the accuracy of results.
- Reduce sample testing time with error alerts**  
SLIMS can flag errors and indicate if a retest is needed, saving time. Analysts no longer have to check with the manager or manually review multiple times.
- Simplify data management to reduce risk**  
SLIMS makes it easy to manage large volumes of data, access relevant data for each sample, respond quickly, and makes it possible to generate data packets to regulatory bodies, saving time and reducing risk.
- Get up and running faster with a system tailored for cannabis testing**  
Download premade configurations for cannabis workflows from the SLIMS store and choose from a library of sample types, locations, metadata, automation snippets, and more to make your solution operational quickly.
- Customize reports to meet specific customer needs**  
Using SLIMS customizable templates rather than spreadsheets, the lab will be able to issue comprehensive and appealing customer-facing reports.
- Communicate faster and more efficiently with customers**  
SLIMS allows authorized remote access, so your staff and authorized customers can log into SLIMS remotely to register samples for testing and receive reports. This accelerates both lab processes and customer communication.
- Enable quick business decisions with instant access to data**  
SLIMS makes data instantly accessible to authorized lab personnel, and managers, even remotely, enabling quick decisions.
- Minimize downtime with support from a trusted partner**  
Agilent SLIMS engineers understand the cannabis industry and your workflows and can assist you during all phases of the project with installation, training, validation, and adjustment of the software to your needs.

## SLIMS vs. Spreadsheets for Cannabis Testing

|   | Spreadsheets | SLIMS |   |
|---|--------------|-------|---|
| <b>Unlock scalability</b>                               |              | ✓     | Dashboard with key indicators to better estimate workload and capacity                    |
| <b>Accelerate testing workflows</b>                     |              | ✓     | Direct integrations with Agilent and non-Agilent instruments                              |
| <b>Improve confidence in processes and results</b>      |              | ✓     | Step-by-step guidance through the SOPs  |
| <b>Reduce review time</b>                               |              | ✓     | Instant error flagging and alerts   |
| <b>Simplify compliance with regulatory requirements</b> |              | ✓     | Streamlined management of testing and tracing, even with large volumes of data            |
| <b>Get up and running faster</b>                        |              | ✓     | System that is tailored for cannabis testing, with preconfigured tests and specifications |
| <b>Meet your customers' specific needs</b>              |              | ✓     | Editable, customizable report templates   |
| <b>Facilitate communication with your customers</b>     |              | ✓     | Remote access for sample registry, testing, and reporting                                 |
| <b>Enable fast, data-driven business decisions</b>      |              | ✓     | Quick access to sample data   |
| <b>Operate with minimal downtime</b>                    |              | ✓     | Expert service and support from a trusted partner   |
| <b>Limit incremental investment</b>                     | ✓            |       |   |
| <b>Maximize your ROI</b>                                |              | ✓     | Maximize COAs and revenue and scale up with minimal risk                                  |

## See for yourself.

SLIMS combines the best of a LIMS and the best of an ELN to digitize your workflows from end to end. See it, believe it by requesting a demo, then explore the possibilities.

[Request a Demo!](#)



<sup>1-3</sup> Cell Associates: "Cannabis And Hemp Industry: Sample and Product Tracking Systems Survey," 2023.