



Why We Switched to Agilent

CEO standardizes on employees' instrument of choice for clinical testing

Ken Lewis, the founder and CEO of OpAns—a provider of optimized analytical solutions for clinical diagnostic testing—noticed a pattern among the analysts in his lab soon after buying his first Agilent triple quadrupole mass spectrometer.

"We found that people would let the other instruments sit idle, and would come in over the weekend to run their samples on the Agilent instrumentation," Lewis says. "The reason being they found it so much easier to use the Agilent software and the Agilent instrument than the other machines."

In fact, he noted that the Agilent triple quad was running pretty much all day, every day, while instruments from other vendors stood idle half the time.

"It was only when people couldn't get onto the Agilent instrument that they would use something else," Lewis says. "So it was at that point that we started to standardize on Agilent equipment."



Ken Lewis, founder and CEO of OpAns

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