



The
power of
integrated
partnerships

Comprehensive solutions and services
for the contract testing laboratory

Partnering to meet your goals and exceed customer expectations

Effective partnerships are built on trust and mutual understanding of the requirements necessary to achieve a common goal. Thermo Fisher Scientific understands the diverse constraints and challenges that come with operating a contract laboratory business and successfully meeting customer expectations. We're prepared with the most **comprehensive laboratory capabilities**, the **support** to meet everyday demands, and the **focused attention** needed to help overcome barriers to your lab's success.

ThermoFisher
S C I E N T I F I C

The world leader in serving science

thermo
scientific

A commitment to analytical precision

applied
biosystems

The path to genomic discoveries

invitrogen

Accelerating discovery research

fisher
scientific

The scientific marketplace for choice and convenience

unity
lab services

The laboratory service and support solution

patheon

End-to-end drug development services

Trusted partner

Mutually invested and focused on achieving your goals

Comprehensive support

Unmatched scale and depth of portfolio with end-to-end capabilities and digital remote support

Seamless implementation

Traceable order fulfillment and timely follow-through for maximum impact

Reliable service

Dedicated site-specific responsiveness to quickly address needs and remove interruptions

Compliance-minded

Industry-specific reporting and evaluations help meet regulatory standards and mitigate the risk of non-compliance

Continuous optimization

Process improvement to address bottlenecks and reduce operating costs

Solutions for tomorrow

5,000 R&D scientists and engineers focused on improving your business sustainability

Peace of mind

Goal-focused partnership ensuring customer satisfaction, reputation, and success

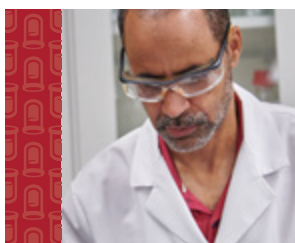
What's inside

Opportunities to collaborate at every phase



BUSINESS DEVELOPMENT

- Laboratory planning
 - Technology funding
 - Workflow development
 - Information management
-



PRE-ANALYSIS

- Sample receiving
 - Sample storage and handling
 - Sample treatment, extraction and preparation
 - Service and support
-



ANALYSIS

- Lab information and data management
 - Sample analysis
 - Service and support
-



POST-ANALYSIS

- Information management
 - Data analysis
 - Quality control and compliance
 - Sample storage
 - Service and support
-



MANAGED GROWTH

- Laboratory expansion planning
- Instrument and software upgrades
- Continued training and learning



Trusted partner dedicated to your success



“ We’ve seen these pain points. We understand what they’re going through. We know what happens in a laboratory and we can help. ”

—Account Relationship Manager,
Thermo Fisher Scientific



A partnership with the Thermo Fisher Scientific team brings a dedicated focus to your most pressing goals—improving processes, limiting interruptions, balancing operational costs, ensuring your customer needs are satisfied, and maintaining your reputation for on-time dependability. Your success is our goal—and we are the resource to help you deliver. From laboratory inception to final report-out your customers, Thermo Fisher Scientific is your dedicated strategic partner.

- Manage your data stream and day-to-day operations
- Analyze samples with accuracy and fewer interruptions
- Report compliance data to customers with confidence
- Optimize every process to get the most out of your lab



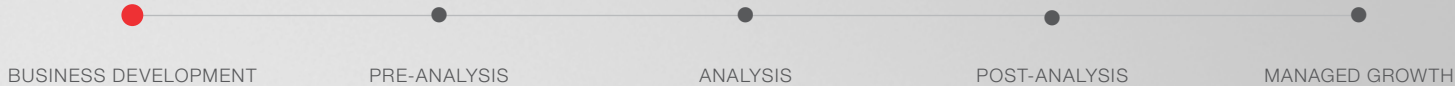


BUSINESS DEVELOPMENT

Building a plan together

Before samples arrive in the receiving dock, there are thousands of decisions made that impact the outcome of sample analysis. Facilities must be planned, utilities installed, laboratories assembled, and equipment purchased. Amidst the complexity of lab startup or expansion, a partner prepared with the **right resources and foresight** is invaluable. Thermo Fisher Scientific has end-to-end laboratory development capabilities with unmatched scale and depth of portfolio to **transform your plans into accomplished objectives.**

WE CAN help.



LABORATORY PLANNING

Lab consulting

- Gap evaluation
- Review study and workflows
- Cost-savings roadmaps

TECHNOLOGY FUNDING

Financial services

- Financing
- Leasing
- Deferred payment

Instrument affordability programs

- Refurbished
- Upgrade or trade-in
- Seed and demo program

WORKFLOW DEVELOPMENT

Customer solutions centers and demo labs

Lab automation systems

Worldwide localized support

Online application library

INFORMATION MANAGEMENT

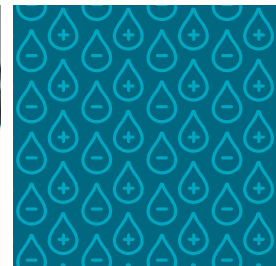
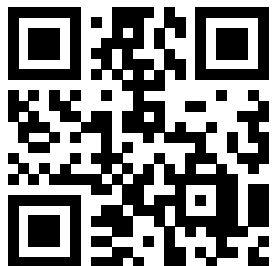
Enterprise lab information

- Lab information management systems (LIMS)
- Safety data management software (SDMS)
- Laboratory execution system
- Cloud connectivity

The Connected Lab

- Sample management software
- Electronic lab notebook
- Instrument and equipment connectivity

Virtual services





PRE-ANALYSIS

Preparation for success

We understand that satisfying customers begins with the receipt of incoming samples. Quality, accuracy and reputation rely on structured **preparation** of your facilities to handle the vast data generated by incoming samples. The **reliability** of your team and lab management systems are key components to running your lab **effectively**. Beyond that, the ability to treat samples individually based on regulatory or **customer-specified** requirements is all part of the day-to-day operations that **directly impact** customer **satisfaction**. Solutions to manage the flow of laboratory data from receipt to reporting, make Thermo Fisher Scientific a valuable partner prepared to help your lab meet customer sample demands.

WE CAN help.

SAMPLE RECEIVING

Storage and tracking

- Electronic sample management
- Barcode readers
- Fisher Scientific™ Marketplace
- Laboratory equipment

SAMPLE STORAGE AND HANDLING

Lab equipment

- Cold storage and preparation
- Refrigerator/freezers units
- Liquid handling
- Lab automation (robotics)

Sample monitoring

- Wireless and remote systems
- Equipment connectivity
- Biological safety cabinets and clean benches

Water baths, circulators and chillers

SAMPLE TREATMENT, EXTRACTION AND PREPARATION

Lab essentials

- Water baths, circulators, chillers, centrifuges
- Fisher Scientific Marketplace
- Vials and closures
- Pipettes
- Lab chemicals

Chromatography sample prep

- Liquid extraction
- Automated sample prep
- Digestion and dilution
- Blow down and concentration
- Extraction and cleanup

SERVICE AND SUPPORT

Inventory and supply management

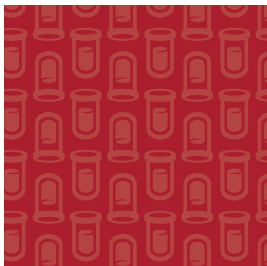
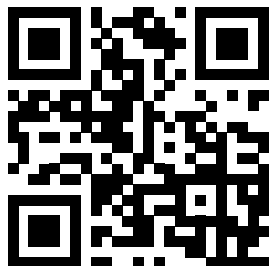
Asset management

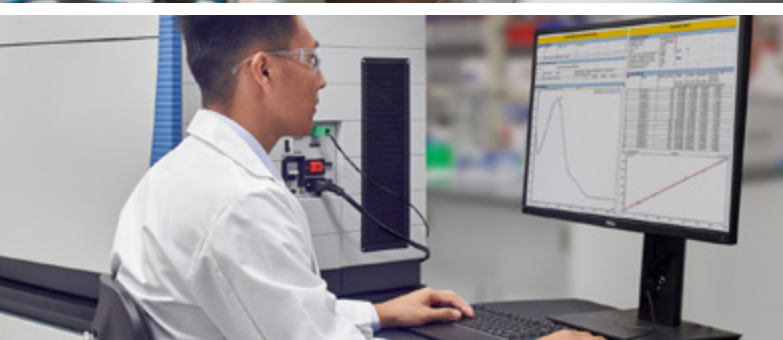
Asset utilization monitoring

Extended service and support

Compliance validation and calibration

Remote services and solutions





ANALYSIS

Focused performance

At the end of the day, it's your analytical performance that counts. Your analysis should be **accurate**, sensitive, reproducible and 100% **compliant**. Interruptions in your day-to-day operation can negatively affect these quality elements—potentially causing deviations from sampling requirements and risking customer **timeline commitments**. Thermo Fisher Scientific service and support with dedicated site-specific responsiveness can rapidly address problems or irregularities and ensure quick recovery from unplanned downtime. In addition, we provide automated alternatives to improve laboratory autonomy and reduce the impact of schedule interruptions, perhaps lowering operation costs.

WE CAN help.

LAB INFORMATION AND DATA MANAGEMENT

Sample information

- Laboratory information management system (LIMS)

Process information

- Laboratory execution system
- Electronic lab notebook

Data

- Chromatography data systems (CDS)
- Cloud storage
- Automation software

SAMPLE ANALYSIS

Bench chemistry

- Automated bench chemistry
- Microscopy
- pH and electrochemistry
- Colorimetry
- Turbidity
- Microbiological assessment
- Reagents and chemicals
- Water purification systems

Spectroscopy

- Trace elemental analysis
- Molecular spectroscopy
- Isotope analysis

Chromatography

- Consumables
- HPLC
- GC
- IC
- Consumables

Mass spectrometry

SERVICE AND SUPPORT

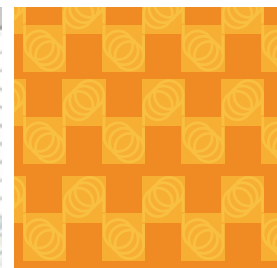
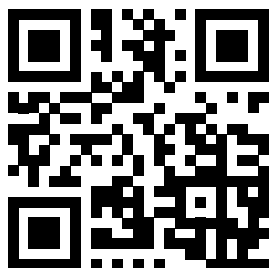
Instrument service

- Instrument calibration
- Compliance and validation
- Preventative maintenance (PM)
- Remote services and solutions
- Parts, consumables, software and accessories

Managed staffing services

Equipment compliance, calibration and service

Asset utilization monitoring





POST-ANALYSIS

Confident output

Analytical reports are the primary product of contract laboratories. Your lab's **reputation and sustainability** rely on the **assurance** that the process outputs are **consistent, accurate and reliable**. Management and consolidation of multiple sample data streams can optimize turnaround time and make constructing final reports easy. Industry-specific regulatory reporting and quality-control evaluations ensure your data accuracy will be **compliant** and that your customers can easily understand their final report data. Through these tools and support, we can help you **build confidence** in your product and solidify your customers' reliance on you as their testing provider.

WE CAN help.

BUSINESS DEVELOPMENT

PRE-ANALYSIS

ANALYSIS

POST-ANALYSIS

MANAGED GROWTH

**INFORMATION MANAGEMENT/
DATA ANALYSIS**

Lab information management (LIMS)
Data integration software
Chromatography data systems (CDS)
Integrated information solutions
Data integration software

Lab information management (LIMS)
Lab software integration tools
Chromatography data systems (CDS)
Mass spectrometry software
Integrated information solutions

**QUALITY CONTROL AND
COMPLIANCE**

CDS compliance
Online applications library
Spectroscopy regulatory compliance

Qualification (IQ, OQ, PQ)
Calibration
Computer system validation

SAMPLE STORAGE

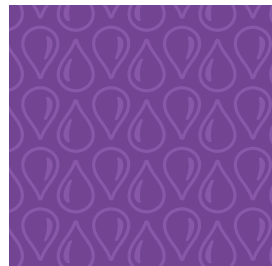
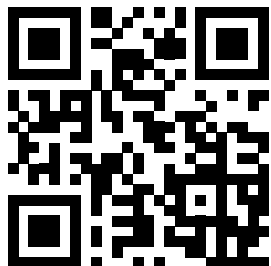
Cold storage
Refrigerators

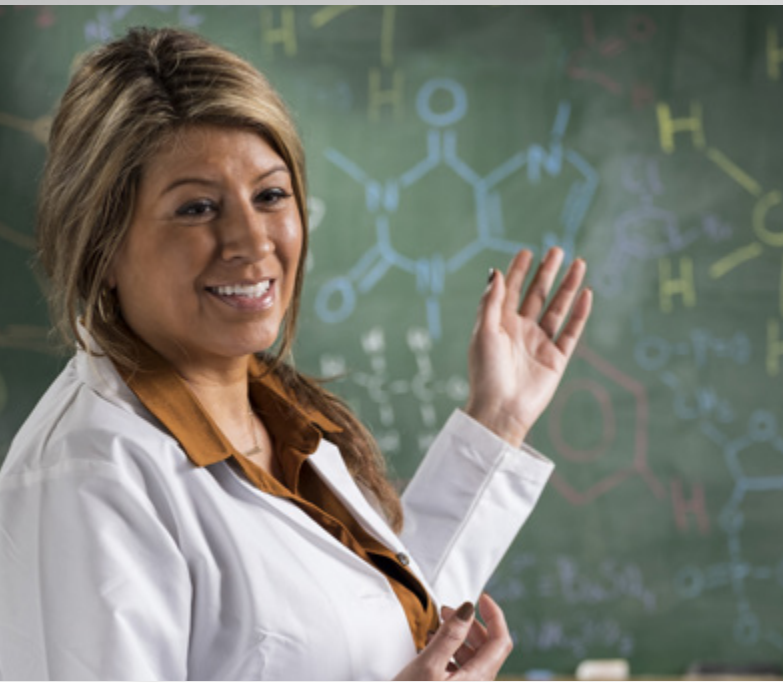
Freezers
Combination units

SERVICE AND SUPPORT

Instrument service and calibration
Supply management services

Training and certification
• Training courses - North America
• Training courses - Europe
• Digital training innovations



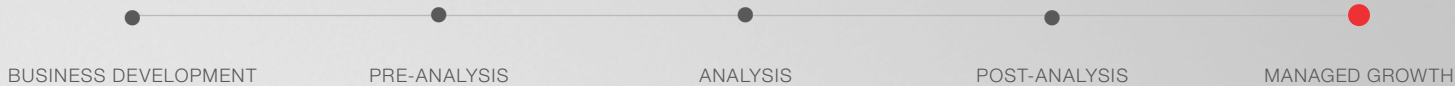


MANAGED GROWTH

Advancing your goals, together

With growth comes risk. Whether it's keeping pace with customer demands or exploring new markets, a strategic partner helps protect your business and adds stability to your venture. Our investments in 5,000+ scientists and engineers and more than \$1 billion in R&D assures a reliable and effective solution is available at the right time. Our ongoing investment is your resource for future achievements, empowering you to move forward with confidence.

WE CAN help.



**LABORATORY EXPANSION
PLANNING**

Laboratory relocation services
• Gap evaluation

Lab consulting

**INSTRUMENT AND SOFTWARE
UPGRADES**

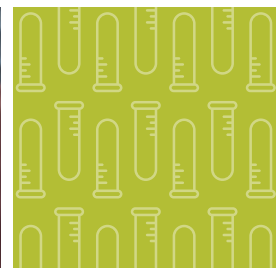
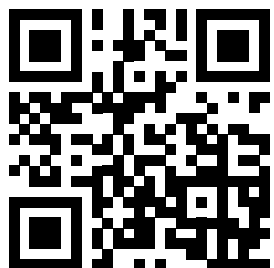
Instrument trade-in programs
Timely software updates

**Technology refresh and upgrade
programs**

**CONTINUED TRAINING AND
LEARNING**

Thermo Scientific™ Analyte Guru™
Online applications library
How-to videos

Live and on-demand webinars
Learning centers
Support centers



Innovation + integration. All in one place.

By optimizing your business and workflow processes today, where could you be tomorrow?

Regardless of what vertical you serve, we can support your needs with technology that empowers your work—making it more productive, more reliable and more cost-effective. With our comprehensive range of leading technologies, you can rely on a single source to close efficiency gaps, improve your workflow and strengthen your bottom line.

CHROMATOGRAPHY AND MASS SPECTROMETRY TECHNIQUES

Gas Chromatography (GC)

- GC-AED
- GC-C/TC-IRMS
- GC-ECD
- GC-FID
- GC-FPD
- GCxGC
- GC-HRAM
- GC-HRMS
- GC-IR
- GC-IRMS
- GC-MS
- GC-MS/MS
- GC-NPD
- GC-PDD
- GC-TCD
- GPC
- HS-GC/MS
- P&T-GC-MS
- TD-GC/MS

High-Performance Liquid Chromatography (HPLC)

- APCI/MS
- CE/MS
- ESI/MS
- IM/MS
- IT/MS
- LC-HRAM
- LC-IRMS
- LC-MS
- LC-MS/MS
- np HPLC
- rp HPLC
- Tandem/MS
- UHPLC

Ion Chromatography (IC)

- 2D IC
- AIM IC
- Cap-IC
- Combustion IC
- HPAE-PAD
- HPIC
- IC-HRAM
- IC-ICP-MS
- IC-MS
- IC-MS/MS
- LC-IRMS
- RFIC

Trace Elemental Analysis

- AA
- FTIR
- GD-MS
- IC-ICP-MS
- ICP-MS
- ICP-OES
- OEA
- TIMS

Isotope Analysis

- GC-IRMS
- HR-ICP-MS
- HR-IRMS
- IRMS
- TIMS

Spectroscopy

- AA
- Flame AES
- FTIR
- ICP-AES
- ICP-MS
- ICP-OES
- NIR
- NMR
- Raman
- UV-VIS
- XRD
- XRF

Learn more at thermofisher.com/powerofpartnership