



Beckman Coulter Integrated Solutions

Tailored solutions for workflow automation



DISCOVERY
in motion.

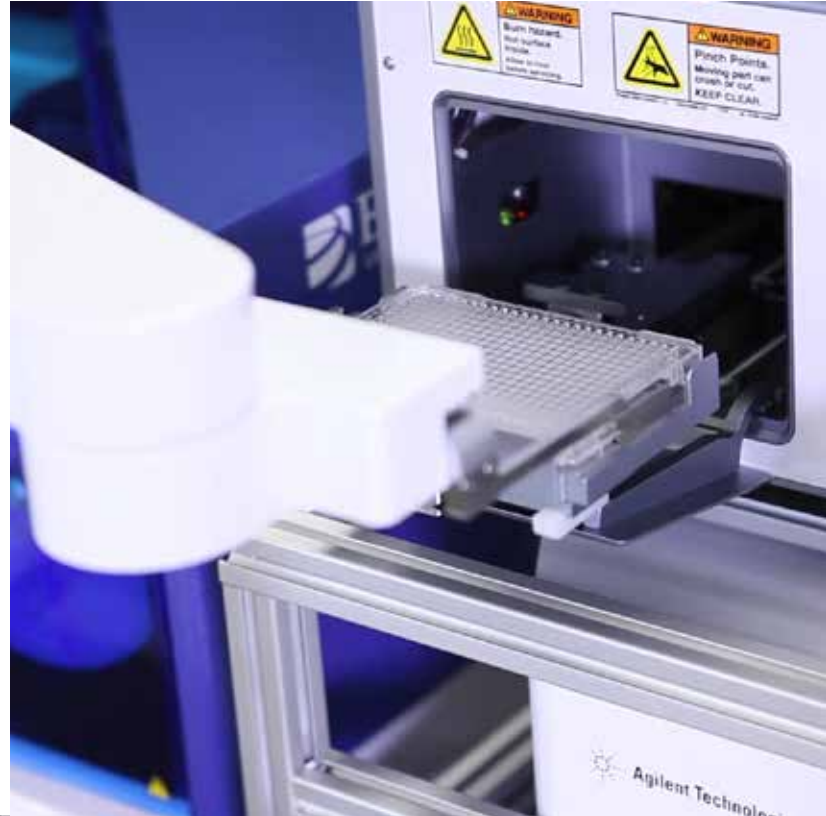
 **BECKMAN
COULTER**
Life Sciences

WE DELIVER TAILORED SOLUTIONS.

Your Success is Our Success

Beckman Coulter Life Sciences can transform Biomek liquid handlers into complete workflow solutions that optimize the efficiency, consistency, and reliability of your lab operations.

We understand that each lab is unique. Whether you desire to use existing equipment or require new instruments, we will work with you to analyze your application process and design a system that addresses your laboratory's needs, challenges and goals. We strive to optimize your system by incorporating the right components in the right places, while giving you the ability to control it seamlessly with our innovative and user-friendly software products. In addition, we will work with you to look beyond your current needs and take into consideration your future growth. Our systems are designed with flexibility in mind, so they can be adapted to your changing needs.



ISO 9001:2008 Certified Quality System

Our engineered solutions are built on worldwide best practices, and in compliance with ISO quality management system requirements. Averaging over 400 projects a year, we leverage our knowledge and experience from each integration project to provide a customized solution to fit your needs. As with all Beckman Coulter products, our solutions are supported and maintained by a world-class service organization.

Integrated Solutions Team

We provide a full spectrum of automation, from simple devices to complete robotic systems. Our Integrated Solutions team, with extensive, multi-disciplinary training and experience in mechanical, electrical and systems engineering, software development, and project management, has successfully integrated more than 300 third-party devices from over 60 manufacturers to meet our customers' diverse automation needs.

In addition, members on the team have the scientific background and knowledge to understand your applications so we can provide a solution that is right for your workflow.



Quality-Controlled Product Development Process

Workflow Analysis



Requirements Definition



System Design



Customer Acceptance



Hardware and Software Engineering



Design Verification and Validation Testing



Installation and Training



Tailored Integrated Solutions

Industries

- Pharmaceutical
- Petrochemical and Energy
- Forensics
- Biotechnology
- Food and Beverage
- Basic Research

Workflows

- Biochemical and phenotypic screening assays
- Cell growth and optimization
- Target preparation for genetic analysis, including next generation sequencing
- Nucleic acid extractions from various sources
- Assay development and optimization
- Quality control processes

Devices

- Temperature-controlled storage
- Plate washers
- Plate readers and imagers
- Plate transport devices
- Bar code readers
- Microplate centrifuges
- Tube handling, capping/decapping devices
- Bulk reagent dispensers
- Safety and biocontainment enclosures
- Plate management devices (i.e. delidding, sealing, piercing)
- And more

Industry-Leading Software Drives and Supports Your Automation

Designing an automated system is not only about hardware - every time your sample moves, data moves. At Beckman Coulter, we offer solutions that simplify the complexity of sample and data handling through intelligent processing. Whether your process is a 60-minute single method or a 60-day multi-phase effort, our software will drive, schedule, and track your entire workflow.

Our software's planning scheduler makes it easy to map your assay workflow onto the system. We use accurate timing, location, and resource models to discover any errors before beginning the run. The result is an optimized and prevalidated workflow you can count on.

During the run, the software displays a view of the method showing labware moving through the process. Device failures can be addressed by the system using predefined responses to take automatic action, or the system can alert you via e-mail, audible alarm, or on-screen to prompt the user for input on how to proceed. Furthermore, the software supports dynamic features that allow you to reschedule and add families to a running method.

Beckman Coulter also provides data management software that you can rely on. Our software solutions allow you to easily access and generate reports about your runs, labware, and samples any time. Data is seamlessly transferred between methods so there is no need to read intermediate text files, and the software can also use your data to make decisions within your workflow. Additionally, the software can serve as a direct data source for external information tracking systems and Laboratory Information Management System (LIMS). This provides a data pathway free of human interaction for the most reliable reporting to enterprise data systems.



Our SAMI Workstation EX software displays a view of the method, depicts labware movement, and allows device failures to be tracked and addressed through SAMI EX Runtime.



SAMI Process Management software facilitates the planning of complex, multi-day automation workflows.



A calendar-like view provided in SAMI Process Management assists in the organization of tasks to be run on the system.

DELIVERING CONFIDENCE AND PEACE OF MIND

With the purchase of your Beckman Coulter system, not only do you receive high quality and reliable instrumentation, you gain our unwavering commitment to provide superior service and support. We do more than just install instrumentation in your lab—we will help you optimize your entire laboratory to achieve reliable results you can trust. Whether you have a need for simple on-deck configurations or more complex automated robotic systems, turn to Beckman Coulter for the expertise you can count on. We have more than 30 years of experience collaborating with laboratories around the world to help overcome workflow challenges through the successful integration of tailored automation.

Our Integrated Solutions Process





Discover More Ways to Improve Workflow and Quality

Contact your Beckman Coulter representative to learn how we can help design and build a custom automated system to suit your application needs. Through our unique consultative approach, we listen to your needs and work together to provide solutions that solve seemingly insurmountable challenges. We understand that automation is only part of your process, so based on your specific needs and challenges, our network of partners provides you with access to complementary technologies and solutions to enhance your operation and maximize results.

For more information about workflow and quality, contact your local Beckman Coulter office or log on to our website at: www.beckman.com



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