

COLA 2019

Rightsizing Your Lab

Panelists:

- ▶ Steve Swalgen (Santinelli International)
National Director - Lab Business
- ▶ Jeff Grumbling (Optotech)
President - North America
- ▶ Al Bednar (Coburn Technologies)
Director of Lab Sales
- ▶ Robb Kohn (Automation & Robotics)
President - North America

Thinking Strategically, Investing Tactically

Discussion Focus:



- ▶ Labs in the 150 - 750 Rx jobs per day range
- ▶ How to correctly invest in lab equipment to avoid under-utilization or idle equipment
- ▶ Changing wholesale lab landscape (fluid, dynamic, opportunistic) with new independent labs opening up for the first time in over a decade
- ▶ Final product quality driven competition will distinguish leaders

Automation vs. Manual



Panel:

- ▶ Is there a hard and fast volume rule when it comes to automating?
- ▶ How can or does automation make sense, particularly for a new or evolving lab in the 150 -750 JPD category?
- ▶ What are the critical factors of automating at the smaller volume level?
- ▶ Is a level of (manual?) redundancy necessary in “down” situations? Scalability?

Define Your Business Model



Panel:

- ▶ Examples of how each vendor has helped engineer the right equipment choice(s) for new or redesigned lab environments that want to profit in a select volume space (150 - 750 JPD)
- ▶ Considerations of single shift environments vs. multi-shift and how can or does the vendor make that a consistent experience for the lab consumer?

Service & Support



Panel:

- ▶ What are the critical needs of support & service for labs in the 150 – 750 JPD category?
- ▶ What front-end or back-end technology/training mechanisms does each vendor have in-place to accommodate those needs?
- ▶ Increasing complexity, decreasing human talent, *happy* medium?

Q & A