COLA 2019 Rightsizing Your Lab

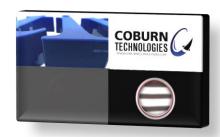
Panelists:

- 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 underutilization 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