

Media Briefings 2020

#3 Efficiency & Sustainability: Igniting Innovation

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Media Briefing Series

‘Igniting Innovation’ a catalyst for the advancement of science and technology.



Showcasing the drivers of **Innovation** in today’s world:

- **Product innovation** advances in technology offering new approaches that work smarter and faster for the lab of the future
- **Sustainability** of the lab and operations
- **Collaborations and partnerships** that advance science



#3 Efficiency & Sustainability: Igniting Innovation

Today's Agenda

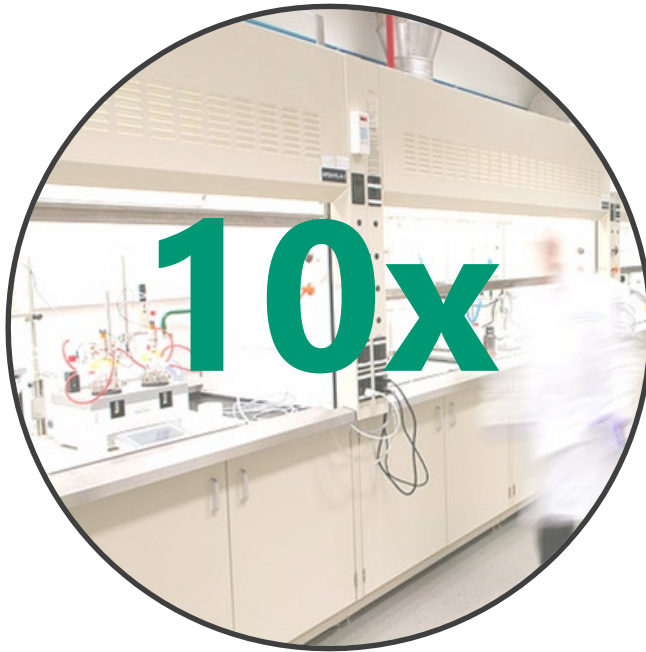
Speaker	Presentation
 <p>Allison Paradise CEO, My Green Lab</p>	<p>Greening the laboratory How innovation and changing the mind-set is key to a more sustainable science and reducing the impact of research</p>
 <p>Marc Boreham VP GM Laboratory Enterprise Solutions</p>	<p>Responding innovatively to the ever-evolving laboratory Revolutionizing the lab, how to simplify and enhance lab operations to meet the complex demands of the modern lab, with a specific focus on efficiency and sustainability</p>
<p>Closing remarks session</p>	<p>Audience Q&A and briefing recap</p>

Greening the laboratory

Allison Paradise,
CEO, My Green Lab



Consequences of Following the Rules in Labs



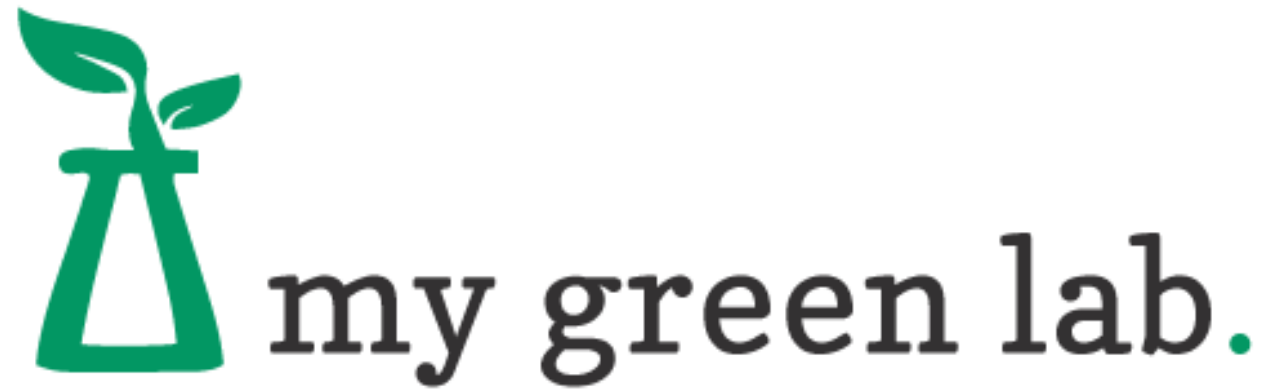
More energy than
office spaces



More water than
office spaces



Pounds of plastic waste
each year



My Green Lab's
programs:



my green lab
certification.



freezer
challenge.



ACT.
The Environmental
Impact Factor Label

Our approach has led to:



Energy reduction



Water reduction



Waste diversion



ACT.

Accountability, Consistency, Transparency.

The Environmental Impact Factor Label

Product Name

Manufacturing Location

Manufacturing

Manufacturing Impact Reduction 6

Renewable Energy Use No

Responsible Chemical Management 1

Shipping Impact 5

Product Content 10

Packaging Content 5.2

User Impact

Energy Consumption 15

Water Consumption N/A

Lifetime Rating 2

End of Life

Packaging 5.1

Product 5

Environmental Impact Factor 54.3

Label Valid Through September 2020

My Green Lab  mygreenlab.org

**Energy and water consumption reported as daily values, all other values on a scale of 1-10: 1 indicates the least environmental impact and 10 indicates the greatest.

Responding innovatively to the ever-evolving laboratory

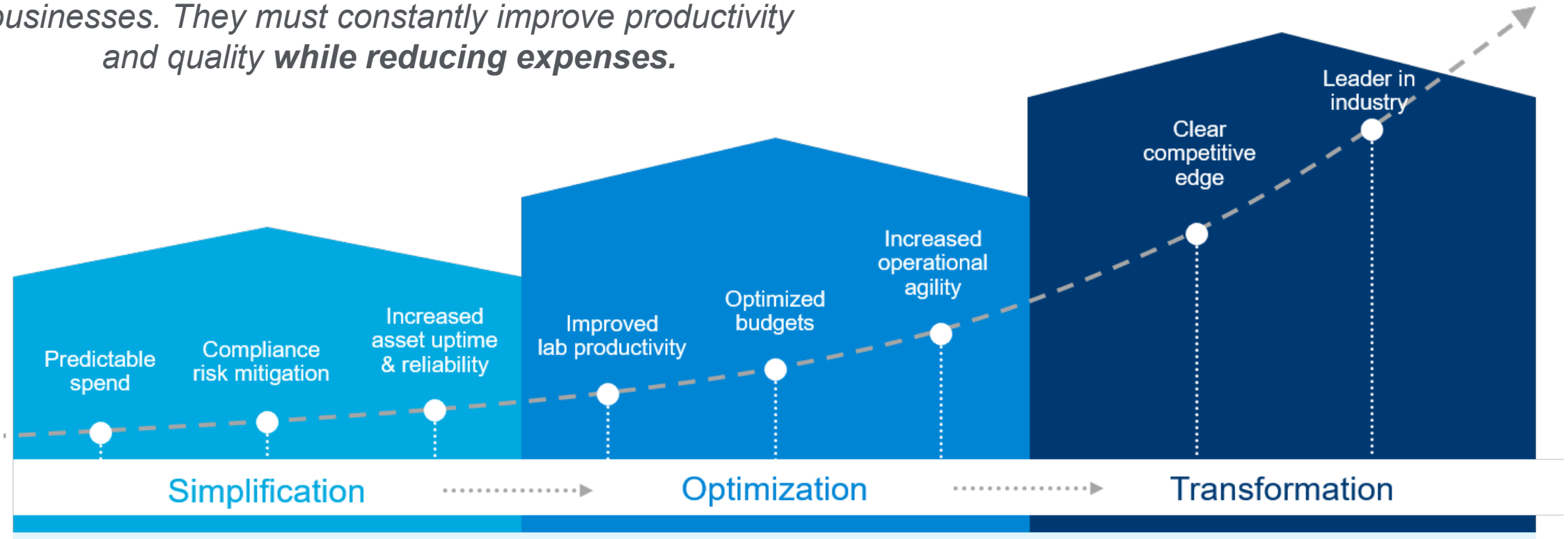
Marc Boreham

Vice President, General Manager, Laboratory Enterprise Solutions division, Agilent Technologies

Agilent CrossLab Enterprise Services – What We Do

Advancing customers' lab operations - a journey to excellence

*Laboratories are a necessary **cost of our customers' businesses**. They must constantly improve productivity and quality **while reducing expenses**.*



Agilent CrossLab Enterprise Services – How We Do It

A portfolio of services to drive asset, regulatory, and operational excellence

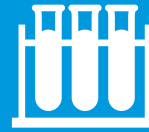
Asset Lifecycle
Management



Compliance
Assurance



Operations
Expertise



Connected
Lab



Global presence and technical
expertise for over 40 years

Laboratory-wide service
capability

#1 ranking in regulatory
and compliance services

The Agilent Connected Lab

3 Innovation Vectors Addressing Customers' Key Challenges

COVID-19 is a significant accelerant

Key Trends

Remote Access

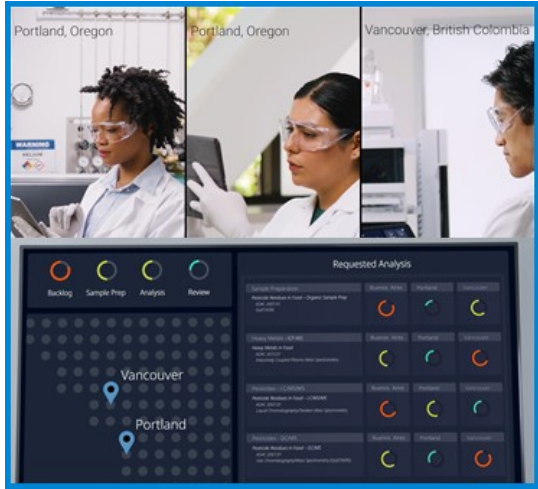
Digitalization

Centralization

Regulatory

Ease of Use

Productivity



Enable Data Access:

- Centralized/Secure Cloud storage
- Real-time data access – anywhere
- Compliance - cloud, paperless ★
- Deep analytics applications



Enhance Lab Productivity:

- End to end sample tracking
- Eliminate manual data re-entry
- **Comprehensive asset management** ★
- Centralized (core) lab management ★

Improve Time to Value:

- Reduce deployment time
- Online training & troubleshooting
- Remote Monitoring ★
- Predictive diagnostics
- Augmented reality assist ★



Comprehensive Asset Management – The Opportunity

Critical Need to understand how instrument fleet is being used

You may be surprised to learn...

4%

using utilization data

only 4% of lab managers are using utilization data for decision making*

35%

average utilization

On average an instrument is being used only 35% of the time**

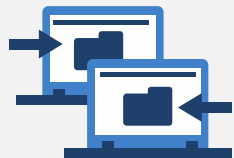
* Source: Agilent asset management survey of lab and operations managers

** Source: Utilization data from Agilent Asset Monitoring; blend across high-value Cat 1, 2, 3 assets in R&D and QC

Asset Monitoring

The key to driving the next evolution of lab productivity and sustainability

Keys to effective asset monitoring



Automated



Non-intrusive



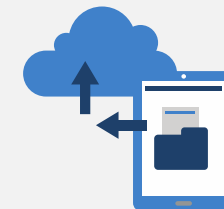
Vendor-agnostic



Lab-wide



Configurable

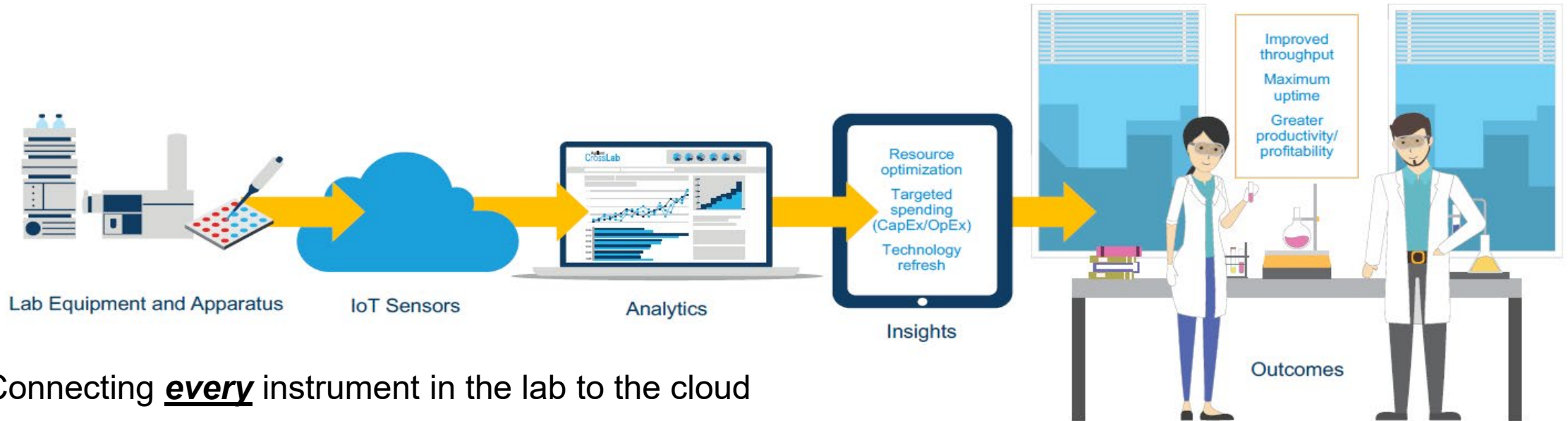


Secure & IT friendly

If you do this right. Significant opportunity to reduce lab space, build-out costs, capital equipment expense, power and gases consumption, maintenance and compliance costs

CrossLab Connect Asset Monitoring

Utilization – the cornerstone for effective lab asset management



Connecting **every** instrument in the lab to the cloud

Early Access Customer Outcomes (examples)

Customer 1

- Fleet balancing – Preclinical retired 20% of fleet
- Reduced CapEx – Reducing lab footprint for site move

Customer 2

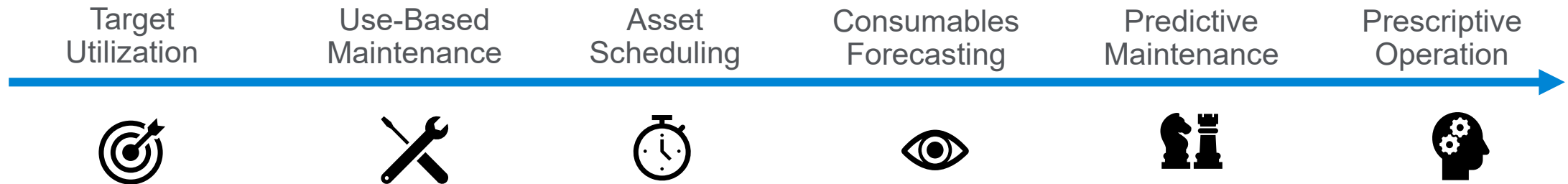
- Adding requirement of Agilent utilization data into CapEx purchase process

Customer 3

- OpEx control – Freezer power consumption validation

Laboratory Asset Management...What's next?

Understanding utilization is just the foundation - with instrument connectiveness, ease of use, and instant and easy sharing of scientific data, a reimagining of the lab is possible



Today the lab is still primarily where the scientist is, tomorrow:

Core (centralized) Lab

Vs.

In-line (at sample) testing

Questions & Answers

Please use the Q&A chat function or “raise your hand” to ask a question to our panelists.



Thank You!

Look out for your invitation to:

#4 Partnership & Collaboration: Igniting Innovation