

Sample Schedule	Task
Schedule Items	
Subject	Sta
Sample Schedule	17/
Test Schedule	17/

ThermoFisher
S C I E N T I F I C

The world leader in serving science

Thermo Fisher Scientific Connects

Erik Steinfeld

Account Manager Benelux & Nordic

The Evolution of the Laboratory



1970-1990

Improve Lab Productivity

1. Eliminate manual processes
2. Automate & centralize lab

1990-Today

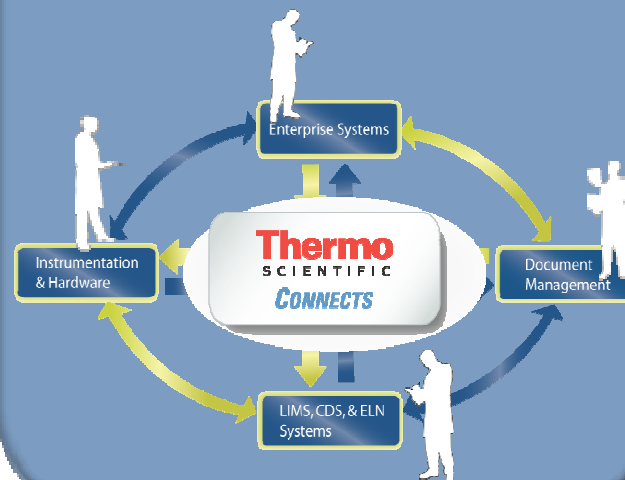
Strategic Investment

1. Global harmonization & standardization
2. Preconfigured solutions with test-methods for specified industry

The Future

Strategic Investment

1. Make faster, more informed decisions
2. Communication & collaboration
3. Enterprise insight
4. Competitive advantage



Thermo Scientific Connects™



Solution



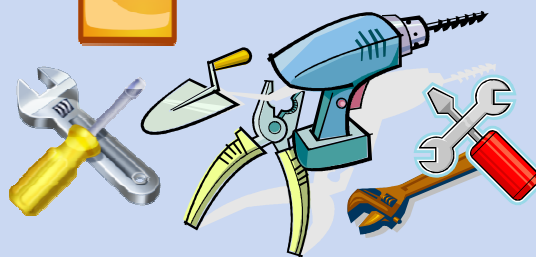
Directly solves a specific customer's strategic, political or financial pain(s).

Product



Provides out-of-the-box functionality which generally is addressing operational pains.

Tools



Allow the customer to build something themselves to help partially solve their operational pain.

Thermo Scientific Connects™



Connects



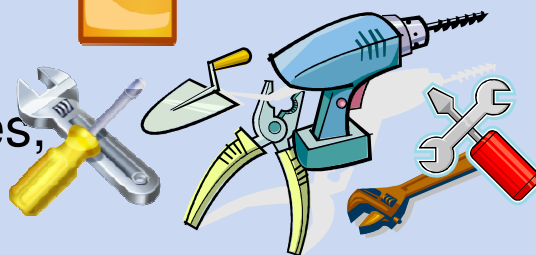
Provides interoperability
and collaboration

IM, SM-IM, SM-IDI
BizTalk



Provides integration

Dev toolkits,
Web Services,
APIs

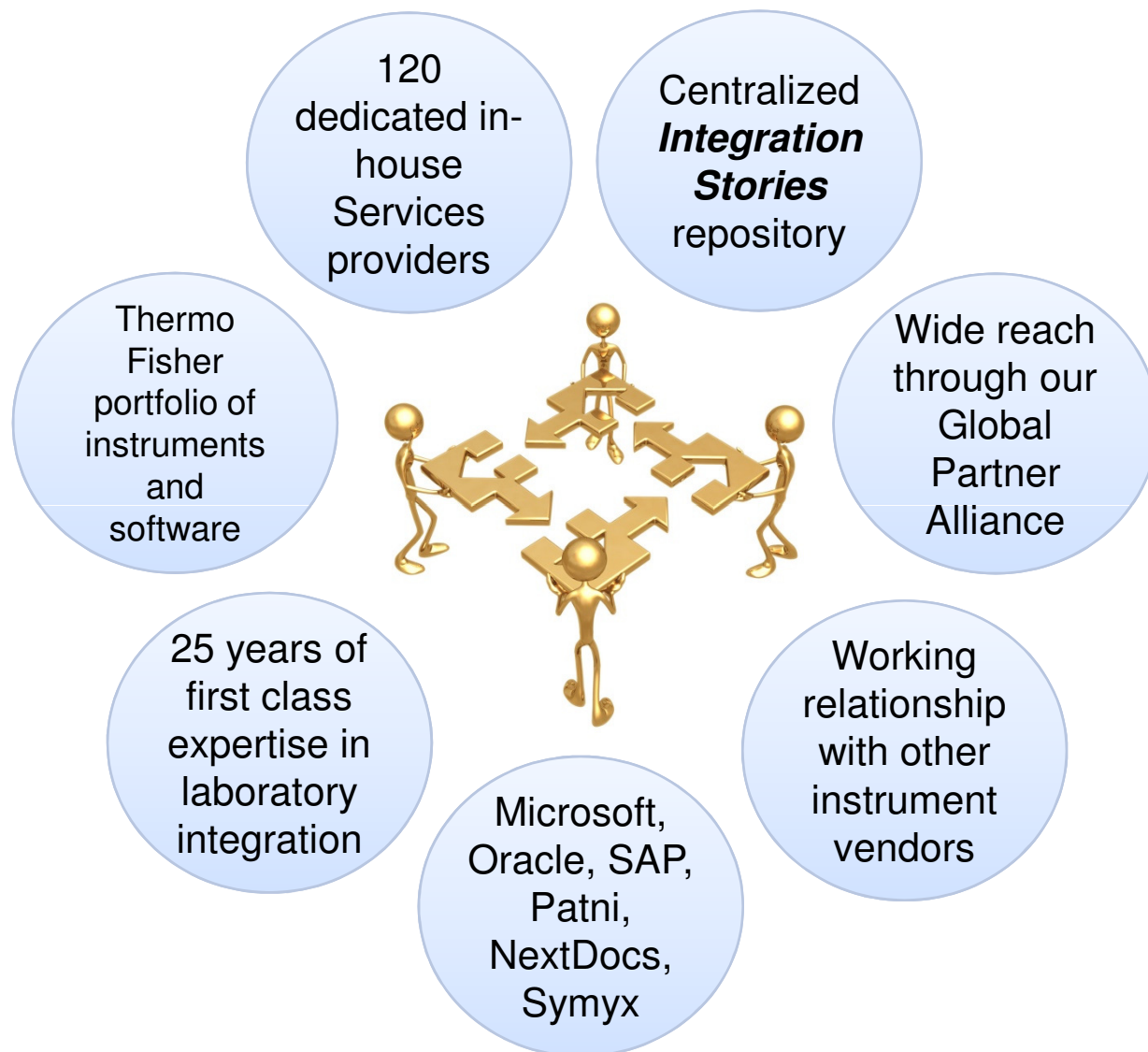


Provides connectivity
(e.g. to instruments)

Thermo Scientific Connects™



A new initiative from Thermo Fisher Scientific and its Partners providing a unique combination of products, technologies and services that will allow you to integrate your laboratories into your overall Enterprise



Who Connects



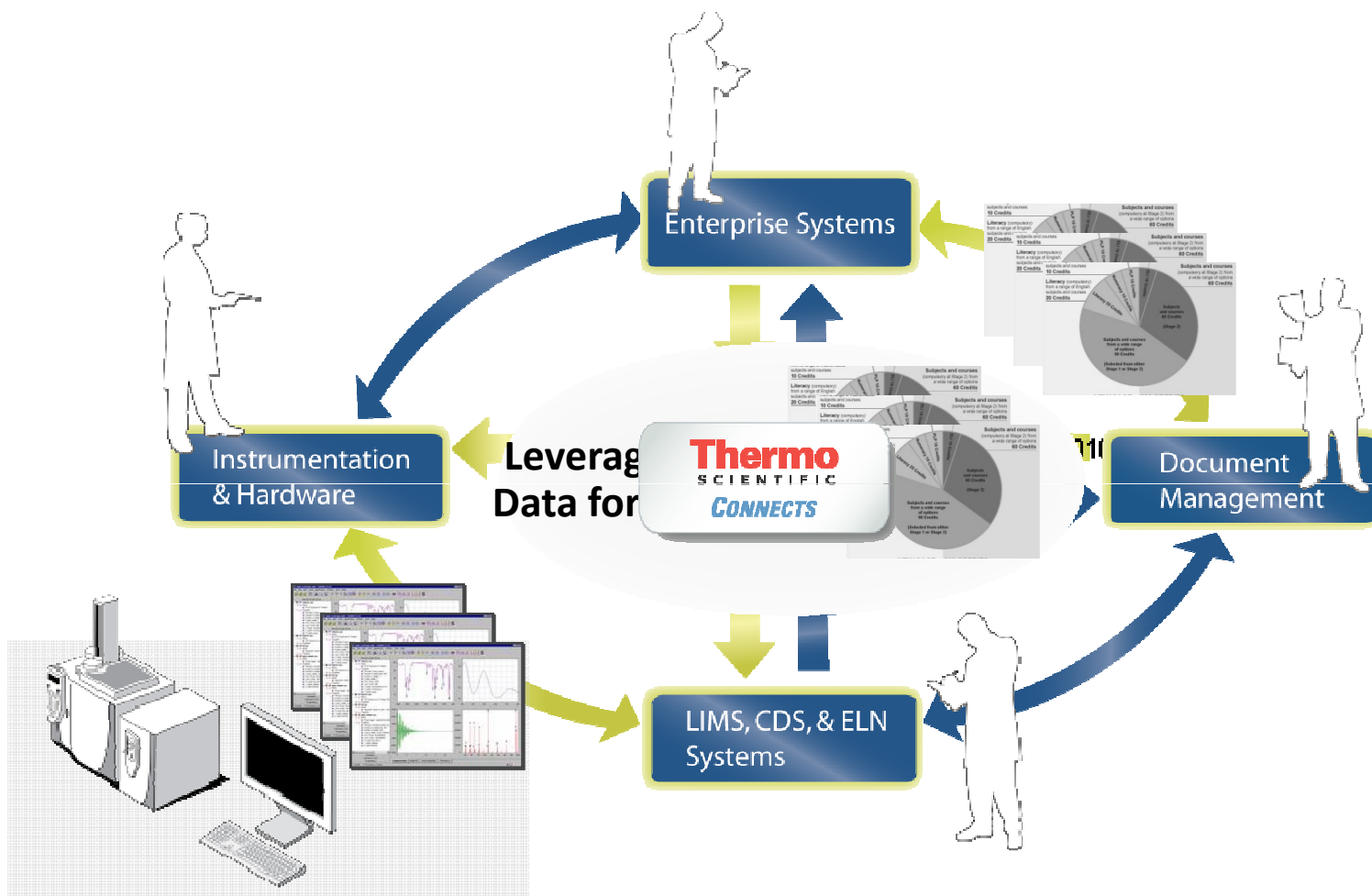
- Companies in all sorts of fields – Life Sciences, Industrial Chemicals, Oil and Gas, Metals and Mining, Power Generation, Environmental Safety
- Companies who understand the role of Laboratory informatics in enterprise level decision making and are seeking to bridge the gap between laboratory tasks and the enterprise data required for critical management decisions
- Companies that need to integrate many different sources of data – Laboratory and in-process instruments, Informatics, Enterprise systems like ERP, MES and PIMS, Enterprise tools such as SharePoint or BizTalk and Document Management tools.

Why Connects



- Seamless and continuous data flows from the lab outwards
- Centralized information in one system for easy access and collaboration
 - File converters
 - Tagging and search
 - Auditing and tracking
- Real time decision analysis
- Automated report generation from single data source
- Dashboard views of Enterprise metrics
 - Regular reports
- Complete data tracking from raw material to finished product facilitates and monitors regulatory compliance requirements
 - Farm to fork
 - Chemicals to drugs
 - Coal to power

Introducing Thermo Scientific Connects



Integrating the lab into the enterprise

■ Instrument Integration

- A part of almost every Informatics project
 - Instrument integration is ubiquitous
- But also we have worked with:
 - ERP (SAP)
 - HR Systems
 - Process Systems (OSI Pi)
 - ELNs (Symyx)
 - Business Process Management (BizTalk)
 - Document Management (BizTalk, Documentum)
 - Problem Reporting Systems
 - Web Services
 - LIMS to LIMS
 - In house home grown systems

Strategic Partnership - Microsoft



- The best of both worlds
 - Technology leader: Microsoft
 - Scalable, secure and flexible open standards technologies
 - Microsoft®.NET, SQL server™, Office SharePoint , BizTalk, OpenXML standards, Windows Communications Foundation, Workflow Foundation, Windows Presentation Foundation
 - Scientist Innovation Reference Architecture
 - Industry leader: Thermo Fisher Scientific
 - Deep industry knowledge and world-class software development expertise
 - By far the leader in our vertical – highest market share (29%)
- Bio-IT Alliance
 - Unites leaders in the pharma, biotech, HW and SW industries to explore new ways of sharing complex data



Questions...?



