LabLynx

Company & Platform Guide

www.lablynx.com

LabLynx

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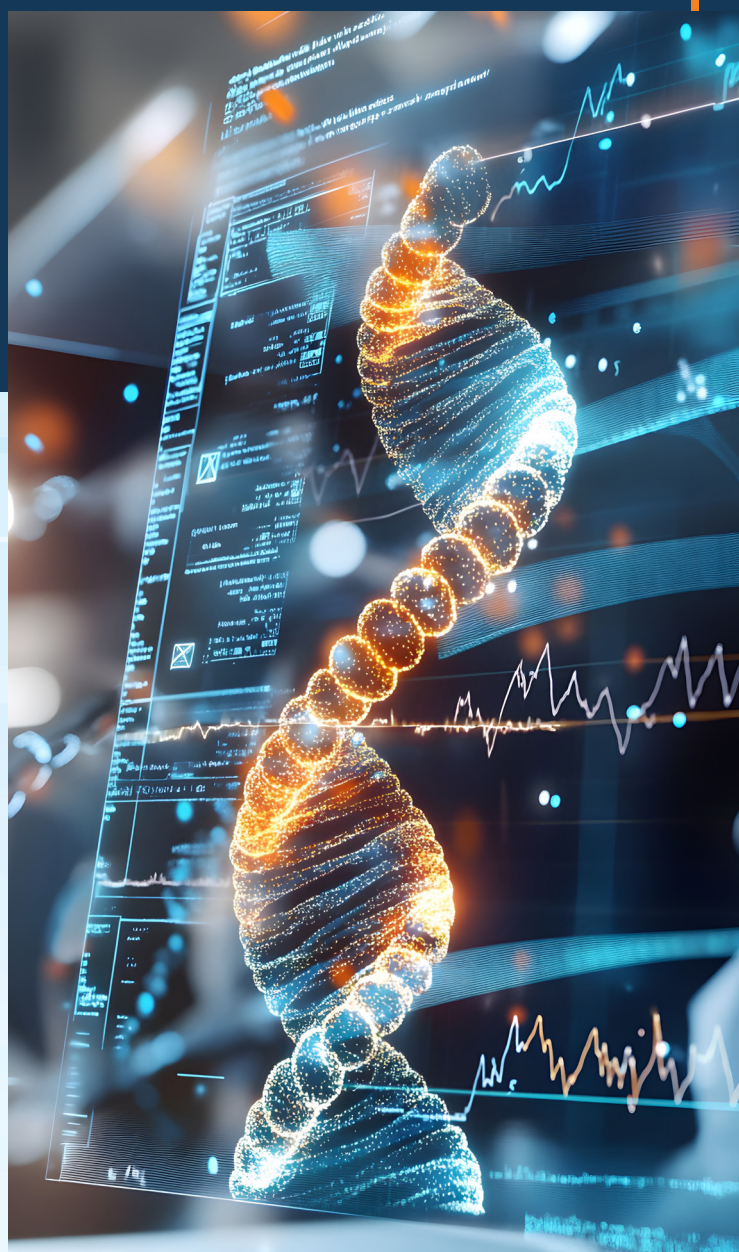**Atlanta, GA 30339**
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Who is [Lab]Lynx?

At LabLynx, Inc., we are dedicated to providing innovative laboratory informatics solutions that cater to the diverse needs of laboratories across industries. With a long history of pioneering advancements in laboratory information management systems (LIMS), we have expanded our portfolio to include laboratory information systems (LIS), laboratory execution systems (LES), electronic laboratory notebooks (ELN), scientific data management systems (SDMS), and more. By integrating cutting-edge technologies with industry best practices, we empower laboratories of all types to optimize operations, enhance data integrity, and drive scientific excellence.

What sets us apart is our **commitment to flexibility and scalability.** Unlike rigid, one-size-fits-all solutions, we offer configurable software designed to adapt to each laboratory's unique workflows, regulatory requirements, and operational goals. This adaptability makes us an ideal partner for a vast array of laboratories, including those in healthcare, environmental science, food and beverage, pharmaceuticals, forensics, cannabis testing, and research and development.

Our flagship solution, **ELab LIMS,** is a cloud-based system designed to enhance laboratory efficiency, data accuracy, and compliance. Its modular architecture allows labs to select and integrate the features they need, ensuring a tailored fit without unnecessary complexity. The system supports sample tracking, data reporting, instrument integration, compliance management, inventory and equipment management, training tracking, document management, and secure

data sharing, providing a seamless, end-to-end laboratory management experience.

We also offer complete application suites for LIMS, Electronic Lab Notebooks (ELN), SDMS, LES, LIS and more.

Our dedication to **compliance and data security** is one of our most valuable attributes. With evolving regulatory landscapes across industries, laboratories must adhere to stringent standards such as HIPAA, CLIA, CAP, ISO 17025, and FDA 21 CFR Part 11. Our solutions facilitate compliance with these

Innovation is at the core of our mission.

regulations, providing built-in audit trails, electronic signatures, and secure cloud hosting to protect sensitive laboratory data.

Additionally, we take pride in our **customer-centric approach.** We prioritize collaboration, offering tailored implementation services, ongoing support, and continuous system enhancements. Our clients benefit from a highly responsive support team, comprehensive training resources, and a user-friendly interface that minimizes the learning curve and maximizes productivity.

Innovation is at the core of our mission. We continuously evolve our software to incorporate emerging technologies such as artificial intelligence, automation, and advanced analytics. By staying ahead of industry trends, we ensure our clients have access to the most efficient, intelligent, and future-ready laboratory informatics solutions.

Beyond our software offerings, we foster a **thriving community** of laboratory professionals through partnerships, knowledge-sharing initiatives, and industry events. We actively engage with the broader laboratory informatics ecosystem, contributing thought leadership and best practices to support laboratories in achieving operational excellence.

At LabLynx, Inc., we stand out as a leader in laboratory informatics software by delivering **versatile, configurable, and secure solutions** that cater to the needs of any laboratory. Whether managing clinical diagnostics, environmental testing, or cutting-edge research, we provide the tools necessary to enhance efficiency, maintain compliance, and drive scientific progress. By combining advanced technology with unparalleled customer support, we remain an indispensable partner for laboratories seeking to optimize their data management and operational workflows.

The LabLynx Solution Specific to YOUR Laboratory

Laboratory information management systems

are a strategic investment calculated to create efficiencies that allow you to ultimately do more with the resources you have, bringing continuing return on your investment. To add additional pain in having to change your workflows to suit the system should not be part of the deal. LabLynx systems are designed with built-in flexibility, specifically aimed at delivering what your unique lab needs on your own terms, without a steep learning curve and major changes in how you work.

It starts with learning about your needs

From the first moment you contact us, it will become very clear to you that our mission is to learn everything we can about who you are, what you do and how you do it, and, most importantly, where your lab's pain points are and what it will take to address them—both now and continuing into the future. The more information we have, the more accurate and complete our Statement of Work (SOW) and pricing will be. So we do our very best to be very detailed in documenting exactly what is needed and wanted.

Here's how our sales process works:

1 LAB QUESTIONNAIRE

Before we have our first meeting, we will ask you to fill out a short questionnaire that helps us to have a preliminary understanding of what your lab does and some clues as to the product(s), scope and budget we are likely working with. That helps in guiding our discussion and making it as productive as possible.

2 INITIAL MEETING

Our initial Zoom meeting is a chance for you to tell us about how your lab works, why you are looking into software, and some details about your workflows. We can discuss any desired interfaces to instruments or other systems, what your reports look like and any changes you'd like to make, your sample throughput, whether you will need any of your current/past data transferred ("migrated") into the new system's database and other details that we will need to consider in determining the scope of both product(s) needed and the amount of work that will need to be done to fully implement your solution. We'll also tell you a little bit about ourselves, the company and its products and answer any questions you have for us.

3
DEMONSTRATING THE LABLYNX SOLUTION BASED ON YOUR NEEDS

During our initial meeting we often also provide an initial high-level tour of the system(s) of interest. But based on the information gathered during that meeting, plus any example files (reports, instrument output files, tests, workflows, etc.), we then schedule a more in-depth demonstration of our proposed solution that is tailored specifically for you. In some cases we may ask if we can do a pre-demo session where you show us how you are doing things currently, identifying pain points as well as features/functions you would like to keep. Everything is always documented—meetings are recorded and also AI-transcribed. The more information we have, the better our understanding of what you need and want, and the more likely it is that you will be fully satisfied with your final delivered system.

4
DEVELOPMENT OF THE MEMORANDUM OF UNDERSTANDING (MOU)

The MoU is a critical part of the solution scoping and pricing, and is produced based on the information gathering that occurs in our meetings and exchange of examples. The MoU is developed to answer the following questions that form the basis of the quote, and eventually the final proposal and agreement:

1. What are the business, functional, technical and regulatory goals of the lab with respect to implementation of the LIMS solution?

2. What are the operational and functional obstacles (pain points) that are hurting lab operations without the proposed LIMS Solution?

3. What are the subjective and objective benefits and justifications for implementation of the LIMS Solution and how does the solution address the lab pain points?

4. What are the proposed products and services that will be provided to address the LIMS Solution needs?

5. What is the gap between what is proposed and what LabLynx offers off-the-shelf and how will that gap be filled in order to provide the proposed solution?

6. What functions and duties will need to be performed by the lab and how does LabLynx expect the lab to fulfill those functions and duties?

7. How will the scope and budget be maintained and how will cost and scope changes be managed and approved?

8. How will the lab project stakeholders and the LabLynx project team work together on a daily and weekly basis?

9. How does billing and payment work?

10. What risks does the project face that would jeopardize a successful project completion? How can those risks be mitigated by both parties?

11. What is the overall project plan and order in which critical path goals will be accomplished in order to bring the system live?

12. What is the Go-Live plan and what happens after Go-Live?

13. How does maintenance, support, and warranty work?

14. How are cloud hosting, security, and backups addressed?

All of the questions are addressed, with our understanding and approach detailed in the MoU, complete with illustrations, videos, links to other references, etc., you're your review. If it does not line up with your own understandings and expectations, then we work together to make it accurate and complete for both parties.

5 DEVELOPMENT OF THE SALES AGREEMENT WITH COST PROPOSAL

Once we have done our best to learn exactly what you want and need, including meeting and reviewing the MoU as many times as you need so there is perfect clarity on both sides, we create your Proposal based on those elements. By the time you are ready to get started with your LabLynx solution, you will have the following documentation, plus this Guide and all recorded meetings and transcript summaries:

1. MoU with Statement of Work (SOW) Quote(s)

2. Sales Agreement—includes:

- Services Agreement (SA)
- End User License Agreement (EULA)
- End User Maintenance Agreement (EUMA)
- Master Services Agreement (MSA)
- Hosting Agreement (HA)
- Non-Disclosure Agreement (NDA)
- Optional Business Associate Agreement (BAA)— (HIPAA clients)
- Optional Data Processing Agreement (DPA)

Once the agreement is signed by both parties and the initial invoice is paid, you are our customer! Our Operations department will contact you to set up the Kickoff Meeting.

During the Kickoff Meeting, you and any of your selected team members will work together with your LabLynx designated project manager to carefully agree the steps to implement your system, based on the MoU, SOW and other elements of your agreement.

You will also decide the methods and frequency of mutual communication. LabLynx values open, frequent communication, just like during the sales process, so that expectations are clearly laid out and there is as little opportunity for misunderstandings as possible.

Our aim is always to minimize any potential risks for you as well as for us, and to focus on getting your system live and operational as quickly and as effectively as possible.

Our goal is ALWAYS complete satisfaction for our customers!

The Future-Proof Laboratory Informatics Solution

Adapting to Inevitable Change

In today's rapidly evolving scientific landscape, laboratories must invest in informatics solutions that can adapt to technological advancements and evolving workflows. A future-proof lab informatics solution not only meets current needs but also anticipates and adapts to emerging challenges. Below are the key characteristics of LabLynx systems and how they ensure longevity and flexibility in laboratory operations.

Scalability for Growing Demands

The key to scalability is flexibility, with built-in ability to replicate or create workflows, departments and entire new lab sites. The LabLynx laboratory informatics platforms enable you to expand both vertically (increased throughput, additional staff, departments, premises) and horizontally (more and different kinds of matrices, testing, processes, workflows).

Cloud-Based Flexibility

The shift to cloud computing has revolutionized lab operations by providing secure and scalable storage, enhanced accessibility, and cost-effective deployment. The LabLynx cloud-compatible informatics solutions support remote collaboration, enabling teams across different locations to work together efficiently. It also reduces the need for extensive on-premises IT infrastructure, ensuring the system can easily adapt to future technological advances.

Interoperability With Diverse Systems

Modern laboratories rely on a variety of instruments and software, often from different vendors. The LabLynx future-proof lab informatics solutions are built with interoperability in mind, enabling seamless integration across platforms. By using open standards and APIs, these systems ensure smooth data exchange between instruments, applications, and external platforms. This flexibility reduces the risk of vendor lock-in and makes it easier to adopt new technologies as they emerge, extending the system's lifespan. Modular architectures, which allow components to be added or upgraded independently, further enhance scalability and reduce downtime.

Enhanced Data Analytics With Built-In Intelligence

Advanced data analytics capabilities are a cornerstone of future-proof systems. LabLynx utilizes technologies such as artificial intelligence (AI) and machine learning (ML), to provide real-time insights, predictive modeling, and trend identification. AI can optimize and automate repetitive workflows, predict system maintenance needs, optimize resource allocation, and uncover patterns faster than human analysts. Over time, machine learning models embedded in the system can adapt to user behavior, improving functionality and personalizing the experience. These technologies ensure the systems remain competitive by continuously incorporating new algorithms and insights.

Ensuring Compliance With Evolving Regulations

Regulatory requirements are constantly evolving, and staying compliant is a critical concern for laboratories. LabLynx's systems are built to adapt to changes in regulations such as those set by the FDA, ISO, or GDPR. We offer robust audit trails, configurable workflows, and automated compliance checks, reducing the burden of manual oversight. This adaptability minimizes the risk of non Compliance, ensuring that laboratories maintain their reputation and operational continuity.

User-Friendly Design For Seamless Adoption

A future-proof informatics solution prioritizes ease of use. LabLynx prioritizes intuitive user interfaces and straightforward workflows to reduce the learning curve for lab personnel. Additionally, our configurable user roles and functionalities enable quicker adoption and better productivity.

Strong Cybersecurity For Long-Term Safety

With the rise in cyber threats, protecting sensitive lab data is paramount. LabLynx incorporates robust cybersecurity measures such as encryption, multi-factor authentication, and regular security updates. These measures not only safeguard the systems against current threats but also prepare it to address emerging vulnerabilities, ensuring data integrity and confidentiality over the long term.

Extensibility With Custom and Third-Party Applications

Labs often have unique workflows that require tailored functionalities from third-party applications. Our LabLynx truly future-proof solutions allow for easy customization and integration of third-party applications. This extensibility ensures that the LabLynx solutions remain relevant and adaptable for your lab, regardless of how your needs evolve.

LabLynx is Your Future-Proof Solution

In conclusion, a future-proof lab informatics solution combines scalability, adaptability, intelligence, and security to address both current and future challenges. With the ability to grow, integrate, and innovate, the LabLynx Informatics Platforms empower laboratories to remain efficient, compliant, and competitive in an ever-changing scientific landscape.

LabLynx provides future-proof Next Generation Informatics solutions for every client for life because it adapts to life.

What Makes LabLynx Unique?

There are a number of things that set us apart from the rest of the pack. LabLynx operates as an agile organization, quickly, efficiently and effectively, without the burden of short term business goals. We focus on the long term success for our clients and our company. We can be instantly responsive to you and your lab's needs. We are a lab data management company: small enough to be personalized and responsive, but large enough to be able to deliver whatever is needed, regardless of the size of your business at global scale.

We take authenticity, transparency and integrity very seriously.

From your very first contact with our focused, attentive and unified sales team, throughout your system implementation, Go-Live and ongoing operation, you will always be talking to real people—lab people—who know you and your lab and understand exactly what you do. You can call or text our cell phones. There are no call centers, IVR or robo-calls! You deal with us as we with you... real people who have a tight working relationship to assure your success.

Here are some more ways that we stand out from the crowd. Some others may offer some of these, but nobody offers it all:

1. We provide **complete data management solutions**, based on our flexible, configurable, extensible platform. It incorporates whatever apps or modules are needed, all integrated into a seamless business data ecosystem. Use as little or as much as needed, and only pay for what you need.

2. Your LabLynx Solution Suite is provided with **flexible licensing and deployment options.** It can be licensed on a server basis for unlimited users, on a named-user basis or on a concurrent-user basis, and the licenses can be purchased/perpetual, or they can be subscription. Also, the system can be deployed on premises, or in the cloud at either our secure AWS cloud account or your own cloud account.

3. We provide **online, real-time support services** through instant messaging as well as a ticketing system.

4. In addition to support, we provide **low/no-code tools and technology** to let you extend the your solution yourself if you want to, with entire new modules that are custom and specific to you.

5. You have license **options for full access to the system database** and that database can be customized to add on complete new sets of functionality by you or your contractor without dependence on LabLynx.

6. We provide a data analytics tool for building **custom reports.**

7. We provide an **extensive API (Application Programming Interface)** to give you complete integration capabilities and ability to build custom apps.

8. We provide **integrated SSO (Single Sign-On)** that integrates with your existing AD or LDAP service so that every user can log in with their existing network credentials.

9. We provide **optional licenses for development instances** of the system for your use, in accordance with best development practices. Test and production instances of the system are standard with every solution.

10. We provide optional IoT devices to **integrate local instruments and provide API access to Artificial Intelligence (AI) services** to help increase intelligent lab automation.

11. We provide an **online documentation system** that lets you take our off-the-shelf documentation and use it to form the basis of documentation that is specific to your operations. This is all hosted and maintained by LabLynx.

12. Finally, we provide you with a system that is not only off the shelf and configurable but **fully customizable to fit your exact needs and still maintain your upgrade path** so that you can stay on LabLynx for decades to come.

All or any of these come with your specific proposed solution, as applicable, depending on the elements of the solution that best fits your needs (e.g. LIMS, ELN, integration/automation, etc.). It provides you with a tailored, complete, integrated and sustainable lab data ecosystem that will grow and adapt along with your organization, providing **ongoing value and ROI (return on investment)—not just for a few years, but for decades to come.**

When you take all of these items together, we are certain that *no other laboratory software vendor* provides this breadth and depth of value-added features that make our lab software solutions **the best choice!**

Laboratories & Industries Served

Because of the built-in flexibility in all of our systems, LabLynx clients span the entire range of industries and laboratory types.

Comprehensive Capabilities, Built-in Flexibility

Our clients **vary in scale,** from small startups and two-person labs to large multinational corporations, and work in a wide **range of industries,** from water testing to molecular diagnostics and everything in between.

The following images provide lists of those various types of labs we serve, broadly organized by category:

Analytical Sciences

Agriculture
Maximize Crop Health and Yield with LIMS for Agricultural Testing

Chemical Analysis
Drive Precise Results with LIMS Tailored for Chemical Analysis Labs

Food & Beverage
Protect Public Health with Robust Food & Beverage Testing LIMS

Material Testing
Ensure Reliability and Standards with LIMS for Material Testing

Used Oil Analysis
Extend Equipment Life with Specialized LIMS for Used Oil Analysis

Air Quality
Ensure Compliance and Cleaner Air with Air Quality LIMS Solutions

Clean Room Monitoring
Maintain Ultra-Clean Environments with Clean Room Monitoring LIMS

Industrial Pretreatment
Enhance Safety and Compliance with Industrial Pretreatment LIMS

Soil Testing
Optimize Soil Health Analysis with Specialized LIMS for Soil Testing

Water Quality
Safeguard Water Quality with Comprehensive LIMS Solutions

Cannabis
Empowering Cannabis Labs with Compliant and Accurate LIMS Solutions

Environmental
Promote a Healthier Planet with Advanced LIMS for Environmental Testing

ISO/IEC 17025
Achieve ISO/IEC 17025 Accreditation with Purpose-Built LIMS Solutions

Transportation
Boost Efficiency and Accuracy in Transportation Testing with LIMS

Laboratories & Industries Served, continued...

Manufacturing

Consumer Goods
Safeguard Consumer Health with LIMS for Quality Product Testing

Discrete Manufacturing
Achieve Precision and Consistency in Discrete Manufacturing with LIMS

Metals & Mining
Boost Efficiency and Accuracy in Metals & Mining Labs with LIMS

Oil, Gas, Chemical
Drive Operational Efficiency in Oil, Gas & Chemical Labs with LIMS

Package Testing
Enhance Product Integrity with LIMS for Package Testing Labs

Process Manufacturing
Optimize Quality Control in Process Manufacturing with LIMS

Healthcare & Life Sciences

Clinical Diagnostics
Enhance Diagnostic Accuracy with Advanced Clinical LIMS

Clinical Research
Drive Research Excellence with Precision-Focused Clinical LIMS

Infectious Disease
Accelerate Infectious Disease Testing with Reliable LIMS Solutions

Life Science Research
Advance Scientific Discovery with Cutting-Edge Life Science LIMS

Medical Devices
Ensure Safety and Compliance in Medical Device Testing with LIMS

Molecular Diagnostics
Optimize Precision in Molecular Diagnostics with Specialized LIMS

Nutraceutical
Ensure Quality in Nutraceutical Testing with Comprehensive LIMS

Pathology
Streamline Pathology Workflows with Tailored LIMS Solutions

Pharmaceutical
Accelerate Drug Development with Powerful Pharmaceutical LIMS

Physician Office Lab
Empower Physician Labs with Easy-to-Use, Compliant LIMS Solutions

Public Health
Drive Better Health Outcomes with LIMS for Public Health Labs

Forensic Sciences

Anthropology
Advance Skeletal Analysis with Specialized Anthropology LIMS Solutions

Crime Lab
Strengthen Evidence Integrity with Comprehensive Crime Lab LIMS

Entomology
Enhance Forensic Analysis with Targeted Entomology LIMS Solutions

Forensic DNA
Achieve Precision in DNA Analysis with Advanced Forensic LIMS

Histology
Streamline Tissue Analysis with Reliable Histology LIMS Solutions

Medical Examiner
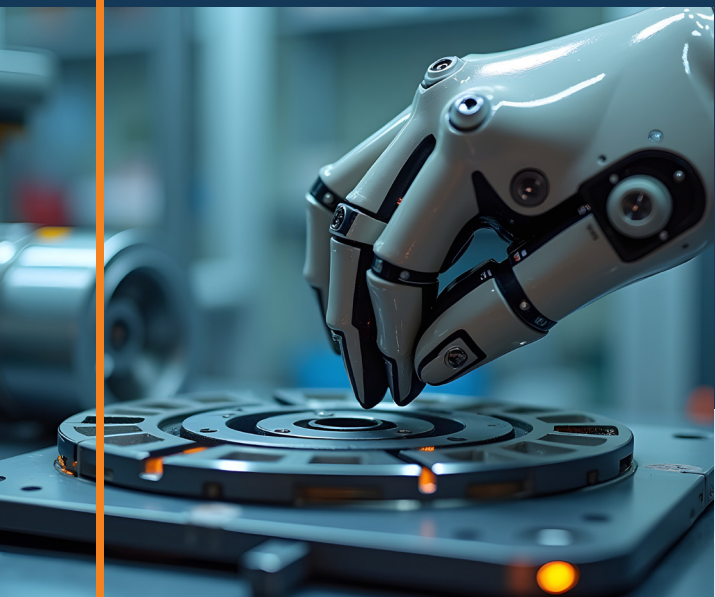Support Case Accuracy with Specialized Medical Examiner LIMS

Neuropathology
Improve Brain Tissue Examination with Neuropathology LIMS Solutions

Toxicology
Ensure Reliable Substance Analysis with Robust Toxicology LIMS Solutions

What are the Laboratory Technology Maturity Levels?

The levels identified in this LTML framework go from a technical maturity level of essentially zero, to the highest level achievable:

☐ **Level 1:** Paper based and Paper Notebook based data collection and management.

☐ **Level 2:** Office and general SaaS based applications to manage laboratory data in an ad-hoc way.

☐ **Level 3:** LIMS/ELN with instrument and/or 3rd-party application integrations.

☐ **Level 4:** LIMS/ELN with automated processes and devices such as robotics, liquid handlers, automated data workflows, and more.

☐ **Level 5:** The application of AI and ML to lab processes to eliminate more manual steps than can be accomplished through hard coded automated processes in level 4.

The Laboratory Technology Maturity Framework

LabLynx has developed the Laboratory Technology Maturity Framework (LTMF) as a simple but meaningful approach to evaluate a laboratory's adoption of technology. We created this framework based upon the same concepts of the Capability Maturity Model developed by Carnegie Mellon University for evaluating IT organizations and their level of maturity with respect to overall best practices in software development.

The reason we developed this framework is to help both LabLynx and our clients identify the challenges and opportunities in raising the level of automation and technology maturity, so that we have an objective set of criteria for evaluating the lab's current state, and measuring its progress towards a higher level of automation and integrated lab informatics. The end goal is to reduce quality problems in the lab, and to enable better and more efficient operations to be performed so that the lab stays focused on its core missions and spends less time on overhead-related activities that come with managing data.

Where does your lab sit in this hierarchy? Where would you like it to be?

What Type of Software is Best for Your Lab?

So, you would like to climb up the Lab Technology Maturity Framework ladder a bit, increasing your efficiency, long-term viability and opportunities for growth.
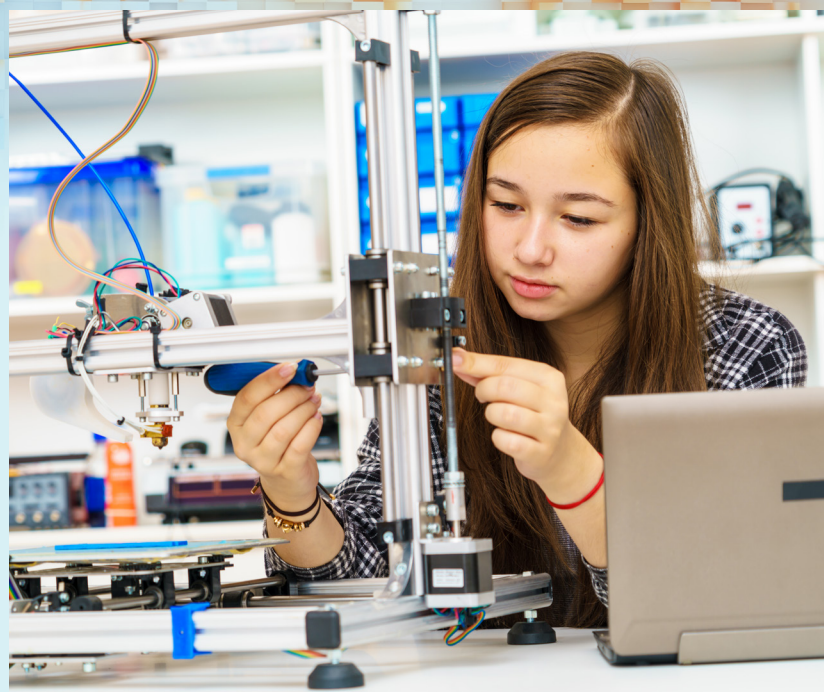
But where do you start? How do you identify the specific tech that best addresses those things for YOUR lab?

Laboratories today face increasing demands for efficiency, data integrity, and compliance. With the rise of digital tools, choosing the right solution to manage lab operations is critical. Two key systems often considered are Electronic Laboratory Notebooks (ELNs) and Laboratory Information Management Systems (LIMS). Deciding whether your lab needs an ELN, a LIMS, or both, involves evaluating your specific workflows, data management needs, and long-term goals.

Understanding ELNs and LIMS

An ELN is a digital version of a scientist's notebook, designed to document experiments, observations, and results. It focuses on unstructured or semi-structured data, providing flexibility for research-oriented labs. ELNs often support collaboration, with features like version control, templates, and integration with analytical tools.

On the other hand, a LIMS is a more structured system aimed at managing samples, tracking workflows, and ensuring compliance with regulatory standards. It is widely used in production, clinical, and quality control environments where traceability and data standardization are paramount. LIMS often include tools for inventory management, chain-of-custody tracking, and automated reporting.

1. ASSESS YOUR LAB'S PRIMARY FUNCTIONS

The first step is to clearly define your lab's core activities:

- If your lab primarily conducts exploratory research, requiring detailed documentation of experimental protocols, observations, and conclusions, an ELN might be the best fit.

- If your lab handles high volumes of samples, standardized workflows, and regulatory compliance (e.g., in clinical or industrial settings), a LIMS may be more appropriate.

- Labs that balance both research and operational tasks might benefit from integrating both systems.

2. EVALUATE DATA MANAGEMENT NEEDS

Consider the type of data your lab generates and how it needs to be organized:

- ELNs excel at managing diverse, unstructured data such as experimental narratives, images, and non-standardized results.

- LIMS are ideal for structured data, with capabilities to handle large datasets, predefined workflows, and automation.

- If your lab frequently transitions between exploratory and routine work, having both systems can ensure seamless data flow and task management.

3. DETERMINE COLLABORATION AND ACCESSIBILITY REQUIREMENTS

Modern labs often require tools that enable collaboration:

- ELNs are designed for collaboration and knowledge sharing, enabling multiple users to work on the same project and track contributions.

- LIMS are typically used to enforce standard operating procedures and maintain operational consistency.

- If collaboration across research and operational teams is critical, integrating an ELN with a LIMS can provide both flexibility and structure.

4. CONSIDER COMPLIANCE AND SCABILITY

Regulatory requirements and future growth are key factors:

- LIMS are equipped to handle strict compliance needs, including audit trails, data security, and regulatory reporting.

- ELNs may offer compliance features but are generally less robust in this area.

- For labs anticipating growth, scalability should be considered. Many modern ELNs and LIMS offer modular features to adapt to expanding needs.

5. ANALYZE INTEGRATION AND BUDGET CONSTRAINTS

Integration with existing lab systems and budget constraints are practical considerations:

- If your lab already has robust data analysis tools, consider whether an ELN or LIMS integrates well with them.

- Budget constraints may require prioritizing one system, but many vendors offer modular or phased implementations, enabling incremental upgrades.

The decision to implement an ELN, LIMS, or both depends on your lab's unique requirements. Research-driven labs may prioritize ELNs, while operational labs benefit most from LIMS. For hybrid environments, integrating both systems ensures comprehensive data management and streamlined workflows.

By carefully evaluating your lab's needs and goals, you can choose the right tools to enhance productivity and data integrity. LabLynx consulting will provide the support and guidance you need to get through this evaluation. We provide demonstration instances of our products and we work with you to help you fully evaluate the software to make sure you are getting the solution that is right for you.

An ELN or LIMS is not for every lab

Laboratories should consider sticking with spreadsheets or paper notebooks rather than adopting an Electronic Laboratory Notebook (ELN) or Laboratory Information Management System (LIMS) in the following situations:

- **Small Scale Operations**—If the lab has a small number of team members and limited data to manage, paper notebooks or spreadsheets may suffice. The simplicity of these tools can meet the needs without the overhead of setting up and maintaining digital systems.

- **Low/No Budget**—Implementing an ELN or LIMS can be expensive due to software licensing, hardware requirements, and training costs. For labs with limited funding, traditional methods might be more financially viable.

- **Minimal Data Complexity**—Labs that handle straightforward experiments with low data complexity may not need the advanced features of ELNs or LIMS. For example, if a lab primarily conducts repetitive tasks with minimal variation, traditional tools may be adequate.

- **Lack of Personnel Resources**—If the lab lacks IT infrastructure or personnel to support the implementation and maintenance of an ELN or LIMS, it may be more practical to stick with simpler tools.

- **Short-Term Projects**—For short-term or temporary projects, the effort to implement and learn a new system may outweigh the benefits. Paper notebooks and spreadsheets can provide a quick and flexible solution.

- **Regulatory Simplicity**—Labs in industries with minimal regulatory requirements or oversight may not require the detailed audit trails and data integrity features offered by ELNs or LIMS.

- **Cultural Resistance**—If the lab staff are resistant to adopting new technology or are not comfortable with digital tools, it may be better to stick with familiar methods until a transition plan can be developed.

- **Low Frequency of Data Sharing**—Labs that operate in isolation and rarely need to share data with external stakeholders may not benefit from the collaborative features of an ELN or LIMS.

- **Time Constraints**—If the lab is under tight deadlines, the time required for training and system integration might be prohibitive. Paper and spreadsheets can allow the team to remain productive without a learning curve.

When to Transition to a Laboratory Informatics Solution

Even if a lab currently fits the criteria above, it should periodically reassess its needs. As the volume of data, regulatory demands, or collaboration requirements increase, transitioning to an ELN or LIMS can provide significant long-term benefits. LabLynx is there every step of the way to help you as you need it.

Our single goal is focused on your success with the right lab software, whether it is now or later or even if you choose competing offerings. We respect your time and your needs and that is our focus.

For us, you are a client regardless of what software you select, and our client's needs come first... *Always.*

An All-in-One Laboratory Informatics Solution

The LabLynx NGi (Next Generation informatics) Solution

goes well beyond that classic LIMS definition to include all laboratory types, including traditional analytical labs, healthcare, manufacturing, forensics, life sciences and more. The NGi definition of LIMS also goes beyond sample management and includes the entire scope of laboratory data and includes application functions for LIMS, LIS, LES, ELN, SDMS, IoT, AI, Robotics, Enterprise Application Integration, ERP, EHR, Social apps, Office Apps, Messaging, SCADA, MMS, QMS, other line-of-business applications and so much more.

The modern laboratory does not want information silos but integrated information that can be analyzed and can be made actionable through BI/Analytics. No single vendor can provide all of these functions within a monolithic application. The phrase Jack of all trades and master of none comes to mind. The NGi LIMS solution approach is a multi-vendor, competitive, ecosystem of applications delivered as a single, integrated solution specific to your lab, where the scope is sized to what your lab does today and can scale and add further scope as your lab changes tomorrow. This approach is not just functionally scalable, but it is financially scalable.

While the LabLynx platform has a multi-vendor ecosystem of applications, when LabLynx provides a solution specific to your lab, it is LabLynx that has the contractual and technical responsibility for every part of the solution that is delivered without respect to each individual application that is provided as part of that solution. An integrated solution must extend to warranty and support for everything that makes up the LabLynx specified and delivered solution.

> *This approach is not just functionally scalable, but it is financially scalable.*

Functional Solutions for every type of lab:

The sciCloud.net platform and suite of applications provide a long list of solutions applied to all of the various operational aspects of the modern laboratory. These applied solutions are a set of functionality that is part of one or more applications in the sciCloud.net suite and cut across all of the different industry specific labs. *These include:*

Data Management	Integration & Automation	Laboratory Management	Quality Management
• Sample Tracking • Sample Analysis • Workflow Management • Case Management • Project Management • Remote Data Collection • Stability Study Testing • Batch Record Management • Application Development	• AI/ML • Lab IoT • Lab Automation • Instrument Integration • Application Integration • Robotics Integration • App SSO/IAM Integration	• Accounting • CRM • Lab Portal • Instrument Managment • Asset Scheduling • Lab Inventory • Document Management • Learning Management • BI/Analytics • Messaging & Collaboration	• QMS • CAPA • Governance, Risk & Compliance (GRC) • QA/QC • Electronic Signatures • Audit Trails • Validation

1. Greater than the sum of its parts

The LabLynx NGi Platform is an entirely new definition of lab data management that goes beyond the alphabet soup of acronyms such as LIMS, LIS, LES, ELN, SDMS, eQMS and a litany of other applications. The Next Generation LIMS is greater than the sum of its parts to provide a single integrated platform of the right tools for the job for what your lab does. It is entirely about managing laboratory information the way your lab works and must work to serve your lab's stakeholders. It reflects what makes your lab unique and builds on those strengths.

2. A Flexible, End-to-End Laboratory Solution

The LabLynx NGi Platform is an all-in-one platform to manage the information and data management needs for your laboratory regardless of size or type. It is an end-to-end laboratory solution that reflects your lab operations, that is also flexible and scalable, to empower your lab to change as needed.

3. A solution specific to your laboratory

The LabLynx NGi Platform hosts, integrates and harmonizes all of your lab information built around your lab processes and the information access needs of all of your labbstakeholders. sciCloud.net is built around the principles of FAIR Data. It is delivered as a solution consisting of the platform, its applications and services all formulated into absolution that is specific to your lab..

4. Expand and adapt with integrated apps & devices

The LabLynx NGi Platform is an open, diverse & growing library of integrated applications, devices, services and solutions to solve the most demanding data management needs within your laboratory environment. Add applications and lab instrument integrations and devices as your needs change.

5. Functionality without compromises

The LabLynx NGi Platform is a flexible, configurable and customizable platform that not only allows for, but embraces custom applications, existing and specialty business apps that focus on delivering a productive, quality solution to boost your lab's operational efficiency.

6. A secure and compliant technology platform

The LabLynx NGi Platform shares a common cloud-hosting technology infrastructure to assure regulatory, quality and security compliance across all applications and functions that make up the platform solution. It includes continuous maintenance, monitoring and support, to assure disruption-free operation. It is also cloud agnostic, allowing apps to run either in the cloud, on premises, or hybrid—and within the geographic area or legal jurisdiction of your choice.

7. A flexible, scalable & value driven LIMS solution for life

LabLynx scales both functionally and economically from a two-person lab to a global laboratory enterprise of thousands, and it evolves as your lab grows and changes so that the life of Your Next Generation LIMS solution is measured in decades rather than years.

It is... Your LIMS for Life, because it adapts to the life of your lab, going beyond the legacy definition of LIMS to the Next Generation definition of LIMS.

LabLynx Platform Applications

OpenSocial

Enterprise Single Sign-on (SSO) & Identity Access Management (IAM)

Life is tough enough without having to remember unique passwords for every single app you need to access for each facet of your work. Our OpenSocial Single Sign-on (SSO) & Identity Access Management (IAM) platform works together with your own SSO or helps incorporate all of your login credentials under one secure username and password, streamlining your work and reducing stress.

ELabELN

Research & Analytics Electronic Lab Notebook & Workflows (ELN)

The LabLynx ELN is a comprehensive electronic lab notebook (ELN) solution designed to streamline data management and collaboration in scientific research. It offers unique features tailored to modern laboratory needs. You will find that much of what makes our solution unique, is also available in other ELN solutions but there is none that provides all of these capabilities and provides for an open ecosystem of add-ons that makes our solution virtually limitless.

my LabCare

Lab Portal, submit samples, retrieve reports & results

If your lab serves clients, whether internal, external, or both, one major way to stand out is to provide seamless, secure, and efficient communication between your clients and the lab. LabLynx's myLabCare is a powerful, user-friendly web portal that enables labs to deliver a superior client experience, enhance engagement, and streamline service delivery.

With myLabCare, clients can submit orders, track sample progress, retrieve results, and communicate directly with the lab. Unlike other client portals, myLabCare is customized specifically for your lab's unique workflow, compliance, and data security needs.

Empower Your Clients, Elevate Your Lab with the myLabCare Portal

ELabLiMS

LIMS/LIS for every type of laboratory

The LabLynx ELabLIMS is the flagship product of the company, having been introduced as the world's first web browser-based (now "cloud") laboratory information management system. That was in 1997. In the decades since, it has led the industry in embracing new technologies as it also grew in capabilities. From the start, it was designed to be data driven—a brilliant approach, which allows it to be extremely user-configurable. This inherent flexibility, coupled with its wide range of features and functions has enabled LabLynx to serve laboratories across all industries, from molecular diagnostics to used oil analysis, and everything in between. And even more importantly, it means that ELabLIMS has a virtually unlimited useful lifespan, providing continuous return on investment (ROI) for decades.

Choosing the right LIMS is critical to your laboratory's success. With LabLynx ELab LIMS, you gain a powerful, flexible, and future-ready solution that not only meets your operational needs today but also evolves with you as your requirements grow.

LabLynx Platform Applications

LabDrive
Collaborative Scientific Data Management System (SDMS)

Our solution suites come with their own cloud-based office (or host it internally if you prefer), providing collaborative, end-to-end encrypted file and folder storage and management, including versioning and file locking/ownership, plus standard office desktop capabilities, messaging, and a range of other available free apps you can add any time.

LabVista
Laboratory Reporting, Analytics & Data Visualization Dashboards (BI)

Reporting is the main focus point of most labs. Labs manage a lot: sample receiving/accessioning/collection, performing various tests/assays/experiments, recording results, plus any ancillary lab management: inventory management, instrument calibration and maintenance, file versioning and management, QA/QC… But all of that is pointless without generating reports. Generate professional, custom reports to your exact specifications using our LabVista reporting platform.

LabVia
Laboratory Automation, Integration & Laboratory Execution System (LES)

LabVia is a powerful and versatile flow-based development tool used for connecting hardware devices, APIs, and online services. It is designed to simplify the creation of automation workflows and integrations by allowing users to visually wire together components, known as "nodes," to execute complex processes. By streamlining data handling, automating workflows, and enabling seamless communication between systems, LabVia empowers laboratories to improve efficiency, accuracy, and scalability.

LIMShelp
Services & Support Platform

LabLynx's Commitment to Superior Customer Support & Service

At LabLynx, we believe that a laboratory data management solution is only as powerful as the support behind it. That's why we created LIMShelp, a comprehensive, customer centric services platform designed to ensure that our clients always receive the assistance, resources, and expertise they need to succeed.

With LIMShelp, LabLynx delivers more than just a software solution—we provide the ongoing support, training, and expertise your lab needs to thrive. At LabLynx, you're never alone—we're here to support your lab every step of the way.

Your laboratory's success is our priority. Choose LabLynx for LIMS support that goes beyond expectations because your lab deserves the best!

sciCloud.net®
Secure & Compliant Application Hosting Platform

Your platform for all your lab's data management, sciCloud.net is the secure, reliable cloud-hosted foundation for your laboratory's entire app ecosystem. Affordable and scalable, and complete with all backup and data security services, sciCloud.net gives laboratories the full range of capabilities they need without having to make large investments in IT infrastructure.

LabLynx Product Suites

LiMS Suite

ELabLIMS is designed to be not only feature-rich, but also highly user-configurable, which makes it very flexible, meeting your lab's needs comprehensively—not only now, but for a long time to come. As you grow and change, ELabLIMS adapts, giving you great longevity and return on investment (ROI) over decades.

The LabLynx LIMS Suite combines ELabLIMS with other applications from our platform applications to make the perfect data management solution for your specific needs.

Because they are designed and tailored to work smoothly with each other, you can be sure of a seamless informatics management ecosystem both now and for the future.

ELN Suite

The LabLynx ELN Suite uniquely delivers best-in-class Electronic Laboratory Notebook functionality that is simply the most comprehensive available. This is because it consists of not just an ELN, but a selection of both open and proprietary applications that are integrated to provide seamless, multi-functional operation.

It is cloud-based, enabling easy, access-managed collaboration. In addition, it provides the configurability and extensibility that allows you to have a tailored solution that fits your lab's exacting needs, both initially and over time as your lab's needs and preferences change.

Lab Automation Suite

The LabLynx Lab Automation suite is a collection of LabLynx applications that are specifically designed to work together in connecting any and all elements of your lab's data infrastructure with each other. LabVia streamlines and automates workflows, data handling, and communication between systems to empower laboratories to improve automation and efficiency.

Whether it's a variety of disparate instruments, applications, systems, databases, outside agencies or organizations, reporting portals or anything else, the LabLynx Automation suite provides the perfect solution for your lab or multiple labs, departments or business units.

The Elements of Pricing

Product vs. Solution

In any industry where you are looking for software/technology to address issues, you can find a range of choices. These choices fall into two main categories: products and solutions.

In the context of laboratory software, a **product** refers to a standardized, out-of-the-box software application designed for general use. Examples include Laboratory Information Management Systems (LIMS), Electronic Lab Notebooks (ELNs), or Chromatography Data Systems (CDS) that come with predefined features and functionalities.

A **solution,** on the other hand, encompasses not just the core software product but also customization, configuration, and ongoing support services tailored to the specific needs of the laboratory. Solutions often involve consulting, integration with existing systems, user training, and continuous updates to ensure optimal performance.

Pros and Cons of Products vs. Solutions

ASPECT	PRODUCTS	SOLUTIONS
Pros	Lower initial cost	Tailored to specific lab workflows
	Faster deployment	Integration with existing systems
	Standardized, easier to use	Ongoing support and training
Cons	Limited customization	Higher upfront investment
	May not fit unique lab requirements	Longer implementation time
	Support may be minimal	Requires collaboration with vendor

Why Solutions Are Generally the Better Choice

While products may be sufficient for smaller labs with standard processes, solutions provide a more sustainable and effective approach for laboratories with specific workflows, compliance needs, and integration requirements.

- **Customization:** Solutions can be configured to meet unique laboratory processes, ensuring efficiency and regulatory compliance.
- **Integration:** Many labs rely on multiple software systems (e.g., LIMS, ELN, ERP), and a solution ensures seamless data exchange between them.
- **Scalability:** As laboratory needs evolve, a solution can be adapted, whereas a product may become obsolete or require costly upgrades.
- **Support & Training:** Ongoing vendor support ensures help with troubleshooting, updates, and compliance with industry regulations.

For laboratories aiming for long-term efficiency, compliance, and adaptability, solutions are typically the better choice, despite the higher upfront investment. They deliver greater ROI by reducing inefficiencies, improving data integrity, and supporting the lab's growth over time.

LabLynx Provides Solutions

Because of our unwavering commitment to complete customer satisfaction, LabLynx is firmly dedicated to providing solutions: custom combinations of product(s) and services that are tailored precisely to your unique set of needs and preferences. We will never sell you a product and leave you on your own. Our job is not done until you are fully satisfied that you have the answer to the issues that you were looking to solve.

Our commitment is to ongoing, unmatched, personalized service and support that keeps your lab's operations optimized no matter how the lab's needs change, adapt, and grow over time.

Licensing Options

LabLynx solutions are available either on a subscription basis or through purchase of perpetual licenses, depending on the solution and application.

Recurring Subscription Costs

Subscriptions are typically billed annually, but are also available on a monthly basis, forfeiting the discount applied to annual subscriptions. Many solutions are a combination of up-front costs and ongoing subscription costs.

For the ELabLIMS, perpetual licenses can be purchased for cost based on the number of concurrent users that is paid up front. Then there is also an ongoing annual maintenance, support and warranty (MSW) fee that is a percentage of the license cost. In almost all cases, there is a one-time setup cost plus an ongoing subscription or MSW fee.

Recurring costs can include licensing for the LIMS/ELN, hosting, maintenance and warranty, Portal, LabDrive, and upgraded server storage.

Non-Recurring / One-time Costs

One-time costs are indicated as such on your budgetary proposal and final agreement, as are any subscription or MSW fees. One-time costs can include various LIMS modules or functional elements, such as:

- LIMS Core Module
- Agriculture Module
- Environmental Module
- Clinical Diagnostics Module
- Materials Testing Module
- CannaQA Module
- Toxicology Module
- Veterinary Module
- Medical Examiner Office Module
- Forensic Module
- Clinical Research Module
- Used Oil Analysis Module
- Manufacturing Module
- QA/QC Module
- Product Management Module
- myLabCare Client Portal
- Advanced Inventory Module
- Advanced Control Charts Module
- Invoicing Module
- Sample Scheduling Module
- Flow Plate Batching

Where applicable, setup/configuration costs may also apply.

Comparing Hourly vs Fixed-Price Services

Choosing between hourly payment and fixed price with a fixed scope when building software or providing software services comes with distinct advantages and disadvantages for both clients and providers.

Here's a breakdown of each approach:

Hourly Approach

With an hourly payment model, flexibility is a key advantage. It allows for easy adaptation to changing requirements and priorities, making it ideal for projects with uncertain or evolving scopes. Transparency is another benefit, as clients pay only for the actual work done, which can potentially lead to cost savings if the project is efficient. This model fosters a collaborative relationship, reducing the pressure to define all details upfront and encouraging ongoing adjustments. Additionally, it requires a lower initial financial commitment, allowing clients to start small and scale as needed.

However, the main disadvantage of hourly payments is cost uncertainty, as the final price can be unpredictable if the project takes longer than expected. Clients must also invest time in monitoring progress to ensure costs remain within budget.

Fixed Price, Fixed Scope Approach

A fixed price with a fixed scope provides cost predictability, giving clients a clear understanding of the total expense upfront and making budgeting easier. This approach offers structured execution with well-defined deliverables and milestones, making it easier to compare proposals from different providers. It requires less ongoing oversight from the client, reducing the need for constant involvement in the project's progress.

On the downside, fixed pricing can be inflexible, with changes to the scope leading to renegotiation and additional costs. The planning phase can be lengthy, as it requires detailed documentation and upfront clarity, which may delay the project start.

In the end, the price is generally higher for fixed price to account for unknowns and hourly is more flexible.

When to Choose Which Approach

CRITERIA	HOURLY BASIS	FIXED PRICE WITH FIXED SCOPE
Project Scope	Uncertain or evolving and both the client and provider collaborate to define the scope.	Well-defined and stable but the client must provide detailed specifications
Budget Control	Variable and requires tracking	Fixed and predictable, dependent on written detailed scope and requirements
Flexibility Need	High	Low
Risk Tolerance	Shared (client and provider)	Shared (client and provider)
Project Complexity	Complex, long-term, or variable in nature	Simple, well-understood
Client Involvement	High (ongoing collaboration)	Low (set and forget)

Final Thoughts:

GO HOURLY when flexibility and adaptability are crucial, especially for iterative development like Agile projects.

GO FIXED PRICE when you have a clear vision and written scope of the deliverables and little room for changes.

In the end, the price is roughly the same given the exact same scope, but hourly is more flexible.

Getting a Quote Specific to Your Lab's Needs

The Right Stuff

Laboratory data management solutions are a strategic investment meant to improve efficiency and allow your lab to do more with the resources you have, bringing continuing return on your investment. Changing your workflows to suit a new system goes against this idea. LabLynx systems are designed with built-in flexibility, specifically aimed at delivering what your unique lab needs, without a steep learning curve or major changes in how you work.

Our solutions are designed to be the most effective ways to quickly improve your lab's data management. Here's how our sales process works:

STEP 1: Contact Us to Get Started

Fill out a contact form online or email us at sales@lablynx.com. We will promptly reply to ask you to fill out a short questionnaire that will help us to have a preliminary understanding of what your lab does and some clues as to the product(s), scope and budget we are likely to be working with.

Then, we schedule our initial meeting: Our initial Zoom meeting is a chance for you to tell us about how your lab works, why you are looking into software, and some details about your workflows including needed interfaces, reports, automations, etc. We will answer any questions that you have and may give you an initial high-level tour of the system or systems of interest during this initial meeting as well.

STEP 2: Get a LabLynx Tailored Demo

Based on the information gathered during that meeting, plus any example files (reports, instrument output files, tests, workflows, etc.), we can schedule a more in-depth demonstration of our proposed solution that is tailored specifically for you. In some cases we may ask if we can do a pre-demo session where you show us how you are doing things currently, identifying pain points as well as features/functions you would like to keep.

The more information we have, the better our understanding of what you need and want, and the more likely it is that you will be fully satisfied with your final delivered system!

STEP 3: Sign-up for Your LabLynx Account, FREE! Try Out LabLynx Products With Full Support

You can sign up for a LabLynx Single Sign-On (SSO) account with absolutely no obligation, so you can access resources and any apps. We will provide you with a sandbox instance of the system to try out for as long as you want, so that you can be sure it will work for your needs. Our team will support you during that trial, helping you learn how to set up the system for your workflows—so that you can decide whether the system works for you.

STEP 4: Order Your LabLynx Solution When You Are Ready

If you like what you are seeing, then let's go! You can begin your implementation with us as soon as the initial invoice is paid. We can use the same system you have tailored to your processes and preferences as a jump start!

STEP 5: Set up Your Lab for Success & Go Live!

If there are any additional setup items you would like us to handle for you, or integrations, customizations, additional apps, etc., we can provide hourly services as you request them, either initially or in the future!

Our goal is the same as yours: to get your system live and operational—the way you want it— quickly and affordably.