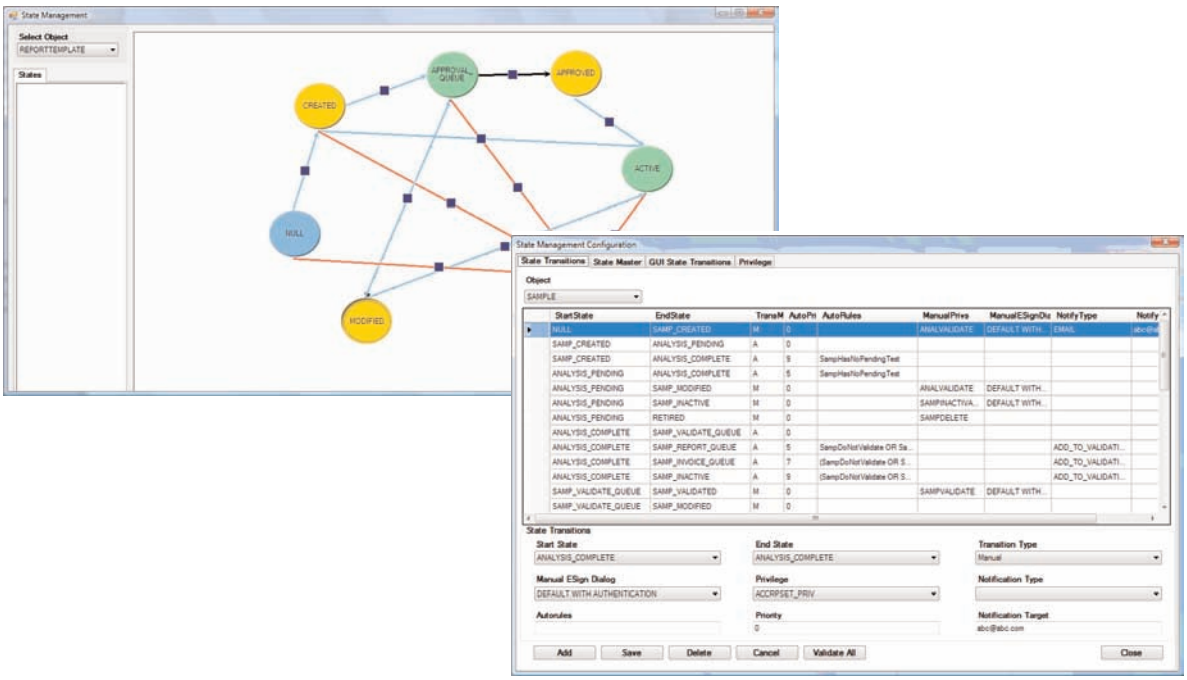
LABWORKS WorkflowArchitect



Key Selling Points:

- WorkflowArchitect can save your customers time and money by enabling them to automate repetitive operations in their laboratory such as approval of test results, exporting data to another program, creation of reports and certificates of analysis and so on.
- WorkflowArchitect reduces the potential for errors by ensuring compliance with business practices. When a certificate of analysis is printed, workflow ensures that the all the required steps were followed and that all approvers have signed off. Workflow created with WorkflowArchitect also creates an audit trail so that your customer will be able to quickly generate documentation to prove that everything was done correctly.
- Your customer's business process experts can create their own automated workflow without the need for outside consultants. So your customer can obtain all the benefits of automated workflow without the expense and time that was required in the past. The workflow can easily be modified and LABWORKS can be upgraded without affecting the workflow.

LABWORKS LIMS 6.0
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PerkinElmer precisely.

Most competitive products and previous versions of LABWORKS offer only very limited workflow capabilities without custom programming. In earlier LABWORKS versions, during the installation configuration process, it was possible to add requirements that the results of certain tests be approved or to associate calculations with tests by checking off boxes. Going beyond these very specific and limited capabilities required that the customer hire consultants to perform custom programming. It cost a substantial amount of money to provide real workflow and once the workflow was developed additional programming had to be performed for even simple changes or to upgrade to a new version of LABWORKS.

WorkflowArchitect allows customers to define the flow of processes in the LIMS to mirror those in their laboratory. Customers can incorporate many different types of objects in workflow including tests, reports, calculations, certificates of analysis, export operations, customer product specifications and others. WorkflowArchitect also provides a graphical interface that allows users themselves to easily create and modify workflow, eliminating the need for custom programming.

WorkflowArchitect is needed because each lab handles samples, location codes, analysis codes, etc. differently. For example, one customer might have a complex approval process that requires four different people to approve any new analysis or product code that might be proposed. Another lab might be so concerned with streamlining their processes that the samples show up daily on the scheduler, are analyzed by the lab, and then are transmitted to the PIMS system without invoices or schedules being created

WorkflowArchitect enables customers to easily and quickly customize LABWORKS to meet the specific requirements of these or any other organization. Users can define their desired workflow in the form of a block diagram much like those created by a program such as Visio. Users drag a wide range of different objects such as tests, approvals, reports, certificates of analysis and invoices into the workflow. All of the main items in LABWORKS that will be involved in workflow have already been defined as objects so they can be used in WorkflowArchitect. LABWORKS developers are in the process of creating even more objects which will increase the power of this tool.

One of the most powerful features of WorkflowArchitecture is its ability to customize the transition between objects. If the transition is defined as automatic then the next step occurs automatically after the previous step is completed. On the other hand, approval can be required for each step of the process and the approval process can be controlled to a much higher degree than in the previous version. Rather than being limited to a single approval, multiple approvers can be used when needed and as soon as one approver gives their approval the next approver in line will immediately be notified.

WorkflowArchitect makes it easy to change the properties of objects to match a lab's requirements. So organizations that, for example, do not invoice their customers, can easily configure objects so that they are no longer associated with invoices. Then when they create a new product, for example, they will not have to turn off the invoicing capability because it will not exist. Of course, the flexibility of WorkflowArchitect means that the invoicing capability can easily be turned back on if it ever needed.

Benefits to the end-user

The number one benefit of WorkflowArchitect is that it provides the potential for substantial time savings by automating the lab's current business processes. For example, WorkflowArchitect can route the results of a particular test first to a project manager and, after the project manager approves, to a business manager. This saves the substantial amount of time for the analyst or support person that would otherwise be required to manually email the results or deliver the paper forms. WorkflowArchitect also saves time for the approvers since they can simply log into the program to see a list of

Competitive analysis

Only a few competitive products offer capabilities similar to WorkflowArchitect. Labvantage offers a graphical workflow tool that is positioned as providing users with capabilities of automating business and decision processes to reduce costs and streamline operations. StarLIMS also offers automated workflow capabilities although their interface does not appear to nearly as user-friendly as WorkflowArchitect.

all of the items that require action. Originators also can easily see the status of objects they have created. LABWORKS also provides notification of steps and approvals that have not been completed in a timely manner.

WorkflowArchitect also helps to avoid errors and maintain compliance with regulations and best practices. Its automated workflow capabilities not only save time but also ensure that proper procedures are followed. For example, WorkflowArchitect can be configured to maintain a new product in the definition stage until all of the appropriate approvals have been obtained and can validate those approvals with its electronic signature capabilities. This feature makes it easy to ensure that only authorized tests, reports, certificates of analysis are used. WorkflowArchitect also automatically maintains an audit trail that can be used to prove compliance.

Another key advantage of WorkflowArchitect is that it reduces the cost and leadtime involved in implementing workflow. WorkflowArchitect eliminates the need for custom programming that was previously required and instead makes it possible for users to graphically configure workflow in LABWORKS. WorkflowArchitect provides much more flexibility since users can now easily modify their workflow as they develop new best practices or as their organization changes. The workflow definitions are part of the configuration rather than the program code so that they do not have to be updated when implementing a new version of the software.

How to respond to possible negatives

Our lab is too specialized to automate without custom programming.

The customer is probably accustomed to the limited flexibility of current competitive offerings and previous versions of LABWORKS. Explain how WorkflowArchitect dramatically improves the range of customization, making it possible to automate a much larger range of business processes.

Our business processes are very simple.

WorkflowArchitect can save substantial amounts of time even for labs whose operations are simple, for example, because they run just a few tests over and over again. Help your customer calculate the amount of time spent in manual processes such as routing forms for approval, generating paper reports, and exporting data to different systems. Then, calculate how much time could be saved by automating all these processes.

We don't have programmers to create and maintain workflow.

WorkflowArchitect eliminates the need for writing code when developing workflow. Instead, the workflow is defined by dragging and dropping objects into a flowchart and then defining the transitions between objects. The elimination of programming means that business experts programming skills can define their own workflow.

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