



# SmartLab™ GMP Electronic Notebook System New Customer Pilot Program

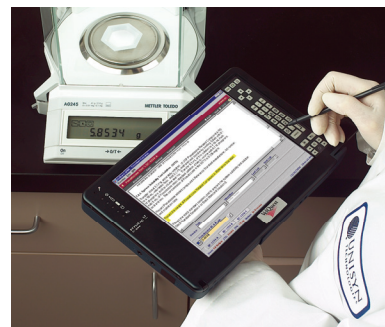
## Problem: Too Much Paper, Not Enough Resources



You've got product launches. Audits. Upgrades to your CDS or Document Management Systems. Yet another LIMS revision and validation cycle. Resources are limited. Meanwhile, your lab staff continues to try and cope with the same manual paper-based processes that analysts used 50 years ago. Compliance requirements continue to demand more of their attention, operational costs continue to increase, and management pressures to do more work with fewer resources continue to increase.

## Solution: VelQuest's SmartLab Pilot Program

The SmartLab™ Pilot Program is a fast and inexpensive deployment of VelQuest's award-winning SmartLab GMP Electronic Notebook System. Many of the top ten pharmaceutical and generic companies began their relationship with VelQuest through a pilot installation. VelQuest is now offering a limited number of these pilot programs to GMP regulated companies outside the top 10, so you too can realize the benefits of going paperless, without assuming risks of typical capital projects.



## Proven Results!



- 25% increase in lab productivity
- 50% cycle time reduction in lab documentation and review
- 100% elimination of omissions
- High user adoption among lab analysts

\*Data gathered from presentations at the International Meeting on Automated Compliance Systems, 2004-2008

## What You Get

- Services for Installation of SmartLab in your laboratory
- Services for training of your SmartLab Pilot System users
- 5 Library-based iTest methods (see reverse side for examples)
- Library-based lab instrument interfaces as required by your iTests (see reverse side for examples)
- Consulting through the data collection process to compile actual results of your Pilot
- Professional presentation of the Pilot results as a Time & Motion Study to your management team.

**Pilots are available for \$25,000 USD. Availability is limited, so contact VelQuest today!**

## VelQuest's No-Risk Guarantee

If you do not see the 25% resource savings from this program, VelQuest will give you your money back. The cost of the pilot is fully credited toward your roll-out of SmartLab when you extend the platform across your laboratory operations.

25 South Street  
Hopkinton, MA 01748 USA  
Phone 508.497.9911 Fax 508.497.2396  
<http://www.velquest.com>

The Heath Business & Technical Park  
Runcorn, Cheshire WA7 4QF UK  
Phone 44(0) 1928.513813  
Fax 44(0) 1928.513822



## SmartLab™ GMP Electronic Notebook System New Customer Pilot Program

### VelQuest Experience

VelQuest has nearly ten years of experience in automating routine lab operations in the pharmaceutical and biotechnology industries. We've installed and validated hundreds of rs232 and PC-based instrument connections to the most popular LIMS and chromatography data systems. We've automated hundreds of analytical test methods and routine lab procedures, including USP/EP based Raw Materials tests, finished product monograph assays, calibration routines, mobile phase prep, buffer preps, and many more.

When your GMP compliant lab operation is at stake, don't risk validation nightmares of customized systems, or be subject to the instability of a repurposed research application. Go with the solution that Dev/QC/QA operations for many of the top pharmaceutical and generic companies rely on for testing of some of the world's top medications. All of these companies began their relationship with VelQuest through a pilot installation.

### Sample List of Customer procedures, systems, and instruments integrated & validated for SmartLab GMP ELN

#### Finished Products Procedures

- Appearance
- Assay/Content Uniformity
- Assay/Degradation
- Assay/Impurities
- Assay/Related Substances
- Average Fill Weight
- Bioassay
- Capillary Electrophoresis
- Clarity
- Coloration
- Consistency
- Disintegration
- Dissolution
- ELISA
- Karl Fischer
- Particle Size
- pH
- Related Substance
- SDS Page
- Specific Gravity
- Uniformity of Weight
- Viscosity
- Visible Particle

#### Raw Materials Procedures

- ID for Sodium
- ID for Sodium and Bicarbonate
- ID for Sodium and Phosphate
- ID, Ultraviolet Absorption
- ID, Infrared Absorption
- Arsenic
- Chloride and Sulfate
- Heavy Metals
- Residue on Ignition

#### General Lab

- Preparation of Stock Solutions
- Preparation of Mobile Phase
- Calibration for Balance
- Calibration for Karl Fischer
- Calibration for pH meter

#### Systems Integrated

- Calibration Systems
- CAPA Systems
- Chromatography Data Systems (including Agilent, Dionex, Shimadzu, Waters, Perkin-Elmer)
- LIMS (including ABI SQL\*LIMS, Autoscribe, LabWare, Thermo)
- Document Management Systems (EDMS)
- ERP Systems (includes SAP)

#### Instruments Integrated

- Balances
- Calipers (Digital)
- Colorimeters
- Coulometers
- Conductivity Meters
- Dissolution Baths
- Melting Point Apparatus
- Micro-Osmometers
- Microplate Readers
- Moisture Analyzers
- Particle Size Analyzers
- pH Meters
- Polarimeters
- Refractometers
- Spectrophotometers
- Tablet Hardness Testers
- Titrators
- Turbidimeters

### VelQuest's No-Risk Guarantee

If you do not see the 25% resource savings from this program, VelQuest will give you your money back. The cost of the pilot is fully credited toward your roll-out of SmartLab when you extend the platform across your laboratory operations.