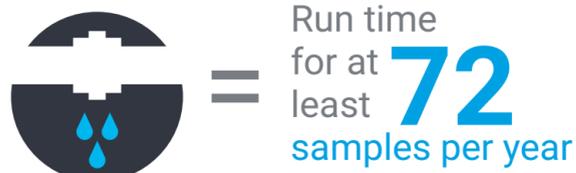


# Redefining Return on Innovation (ROI) in Gas Chromatography

## Problem

~6-8 hours per quarter is spent troubleshooting and fixing flow path leaks



Leak Free Connections

## Return on Innovation

Ensure a leak free connection is made and unplanned downtime is eliminated



Unplanned downtime due to leaks resulting from faulty gas chromatography (GC) connections is a major source of productivity loss for many labs.

It is vital that a lab can deliver results with confidence day to day and plan their workflow without disruption.

Even if revenue were subject to a 20% profit margin, the lab could gain **\$1,800** of incremental profit annually.

## Problem

Capillary columns frequently require trimming



Eliminated Column Trimming

## Return on Innovation

Replace the capillary column with a disposable Guard Chip



Considerable time can be lost through column trimming, particularly if done incorrectly, which could be used to run additional samples increasing lab efficiency.

This translates into an additional 125 samples that could be run per year and at \$125/sample, this could lead to a net \$7,625 revenue annually.

The Guard Chip could also extend the life of the analytical column by as much as 2 weeks, which could translate into approximately **\$9,375** incremental revenue annually.

## Problem

Running a conventional air bath oven under routine use



Direct Heating and Cooling

## Return on Innovation

Direct heating greatly increases heating and cooling rates, decreasing cycle time



Minutes matter to many GC labs, as there is an ever increasing demand for greater GC productivity within limited lab space.

More efficient heating could mean a cost saving of approximately half on electrical power consumption.

Running an additional 250 samples per year could represent an incremental revenue of **\$31,250** annually.



# Intuvo 9000 GC System Dream Bigger