

# WinLIMS “Out of the Box”



## 600 LIMS Systems In One!

With over 600 successful LIMS installations worldwide, QSI have accumulated vast experience of user needs and have developed functionality that will satisfy almost any LIMS requirement. Now this unrivalled experience has been distilled into the first truly feature rich “out of the box” LIMS package, capable of satisfying the diverse but specific needs of a wide range of user industries. All the functionality likely to be required for the different types of laboratory and industry sectors is in the core WinLIMS system - tools like blending control, customer specification matching and product re-grade for bulk manufacturing, sample logging and invoice control in a

consulting laboratory, or detailed audit trails in pharmaceuticals. The user merely selects the appropriate modules using software switches, thus avoiding the costly and time-consuming programming and configuration often associated with a LIMS installation.

Although WinLIMS has the capability of working straight out of the box, we still only supply to users where we have carried out a site survey and are confident that the installation will be trouble free. By cutting out the expensive bespoke software and enabling users to do their own configuration even small laboratories can afford a professional LIMS.

## Proven Track Record in Many Industries

### MINERALS AND CHEMICALS

This encompasses the following sectors:-

Bulk Manufacturers  
Mines and Quarries  
Speciality Chemicals

Functionality provided covers product re-grade, batch tracking, customer specification matching, in-process testing, interfacing to production systems, SPC, etc.



### PHARMACEUTICALS

WinLIMS has all the controls and functionality to meet all the demands of the regulatory bodies prevalent in this sector.

This includes the following.

21 CFR Part 11, high levels of security, training and qualifications, full audit trails, version controls for methods and specifications, stability trials, complaints and corrective actions, etc..



### FOOD AND DRINKS

WinLIMS caters for the requirements of the QA/QC, Micro, Sensory and R&D laboratories.

A wealth of functionality exists for all laboratories including recipe development, multiple specification limits (label declaration, country specific, etc..), sensory testing, micro bulking and pooling, traceability, etc..



### HEALTHCARE AND COSMETICS

This encompasses manufacturers, (healthcare, cosmetics and surgical products), hospitals and clinics.



WinLIMS has the functionality to cater for the requirements of all the laboratories associated with this business sector such as clinical, micro, QA, R&D and pharmacology.

The functionality includes patient studies, stability trials, scheduled environmental swab sampling, document control, etc..

### PETROCHEMICALS

Refining  
Blending (Automotive and Industrial)  
Used Oil Analysis  
Bitumen Production  
Chemicals



Functionality exists for each aspect of the business, such as blend optimisation, blend corrections, automated commenting for used oil, formulations, customer specification matching, etc..

### ENVIRONMENTAL AND CONTRACT

WinLIMS meets the requirements of both environmental and contract laboratories.

Functionality exists for both the laboratory types, such as interfacing to online monitors, statistical analysis by type and location, powerful reporting, invoicing, remote sample login, etc..



# WinLIMS All Inclusive Software Licence

WinLIMS is unique in the fact that a family of clients is supplied with each user licence, allowing companies to choose which PC client or clients suits their business needs and existing computer infrastructure.

The ability to mix and match clients for the different parts of the organisation or business needs is a significant advantage. A typical situation could be the need for customers to log samples into WinLIMS remotely via the Internet.

Many companies recognise that there is a move towards the use of web technologies for the running of mission critical enterprise systems such as LIMS however, at this current time, they do not have the IT infrastructure in place to take advantage of the Web technology. These companies can confidently implement their WinLIMS, initially utilising the traditional Windows Client, and then switch at a later date to the Web Client in the knowledge that there are no extra licence costs.

As QSI has had these technologies for some time, we actually have customers actively using all three clients. The clear benefit of QSI and WinLIMS is that these technologies are not vapour ware or vendor promises to deliver in the future.

QSI offers a level of future proofing which exceeds that of our competitors and with our continued commitment to introduce the new technologies into the laboratory, QSI will continue to lead the way.

## Windows Client – WinLIMS Client Server Software for Windows

This traditional client uses the standard client server architecture. This is often the client of choice where one of the following conditions apply:

- Users are familiar with forms technology.
- Where Citrix or Terminal Server platforms exist.

## Web Client – WinLIMS Client Software for Microsoft Internet Explorer

This is a three tier application, with the client application running on Internet Explorer. This is often the client of choice where one of the following conditions apply:

- Remote access is required
- Thin client technology is required.

## Pocket Client – WinLIMS Client Software for Pocket PC's

The Pocket Client runs on the Internet Explorer provided with the pocket PC. Connectivity to the database is via an RF network connection. This is often the client of choice where one of the following conditions apply:

- Mobility is required
- Space is a major consideration

# WinLIMS Integration

Many companies now see LIMS as an important IT component within their business structure. This is because LIMS is responsible for the release of raw materials into production and finished products into stock, and as such LIMS is involved in the production process from product inception through to completion. Hence great benefits can be derived by integration of the LIMS with the other main IT components.

Typically the main areas of WinLIMS integration are with manufacturing, process control, warehousing, and accounting systems. As QSI has over 600 live sites we have encountered many different third party vendor applications in all of these areas.

QSI has successfully interfaced to many of the industry standard enterprise systems including:

SAP R/3, BPCS, MFG/PRO, Prism, Aspen, Pi, JDE.

The interfaces that QSI supply can be either single or bi-directional, dependent on client companies requirements.

These interfaces can provide huge benefits to our client companies such as :-

- Single data entry point for shared data.
- Reduced duplication of data.
- Reduced transcription errors.
- Increased flow and speed of data between systems.
- Overall increased efficiency.

QSI's un-paralleled experience in systems integration has dramatically reduced the cost of the interfacing, making it possible for most companies to realise the benefits of WinLIMS integration.



# Instrument Interfacing

The majority of LIMS vendors contract out instrument interfacing to their LIMS, to third party interfacing companies.

The main disadvantages of this approach are increased costs due to the licencing policies operated by the third party companies, i.e. a licence for the interface software is required for each instrument. In addition to this expensive consultancy is required for each instrument type being interfaced, this then leads to the knowledgebase for the interfaces residing with the consultants rather than the LIMS vendor and the client. This lack of knowledgebase is potentially problematic when it comes to tracing bugs or data transmission errors at a later date, without incurring further consultancy costs.

The QSI Inter-Link Instrument Interfacing Module is a one-off solution to instrument interfacing, unique in that it is fully user-configurable, and designed and supported by the LIMS supplier. Because RS2000 is an integral part of the WinLIMS installation, bi-directional communication between WinLIMS and instrument is much more easily achieved. This means that sample data queues can be set up in WinLIMS and transferred, in the right format, to the PC that is controlling the instrument, avoiding the lengthy setting up of individual sample queues for each instrument. This can dramatically improve efficiency – for one QSI client it reduced the time to process a sample from 7 hours to 35 minutes! One PC can interface to several instruments, saving on hardware costs. Interfaces are configurable by the user, and fully supported by QSI, so flexibility and expandability are readily available as instruments are replaced and procedures change.

This QSI approach to instrument interfacing provides major benefits to our clients.

- Low cost single site licence.
- No expensive consultancy costs.
- Interface knowledgebase retained by client and QSI.
- Greater flexibility.
- Increased efficiency.
- Future proofing.



## QSI - The Complete Package

When you pick QSI as the vendor for your LIMS project, you not only get the feature rich WinLIMS “Out of the Box” software, but also many value added services:

**Site Survey** - A project manager is assigned, who will carry-out the survey to establish and document the requirements. The created documentation will be the blueprint for the project.

**Project Management** - The assigned project manager will also establish the project plan, and manage its timely execution of the plan.

**Training** - Highly structured training is provided for all levels of users.

**Support** - Support is provided by a hotline desk, which users have direct access to without having to endure tedious call answering systems.

**Remote Support** - This is also provided within the standard support package, this effectively allows a qualified support technician to remotely view your system, so that he or she can see the issue in real time.

**Issue Management System** - All clients are provided with a web based application which is run through Microsoft Internet Explorer. Connectivity to the IMS database is via the Internet. A user can then remotely log issues directly into our support database; this action then triggers automatic e-mail

to both the client and our support department. The client is automatically updated on any transaction associated with an issue, and can view at anytime the log of actions for any issue.

**Reporting** - Most clients have differing reports required for project go-live, these reports are designed by QSI and provided with the system.

**Configuration** - This service provides for the creation of any client specific business logic that may be highlighted by the site survey.

It is this “Complete Package” that has led to the unparalleled success of over 600 live sites.



# Why Purchase a LIMS ?

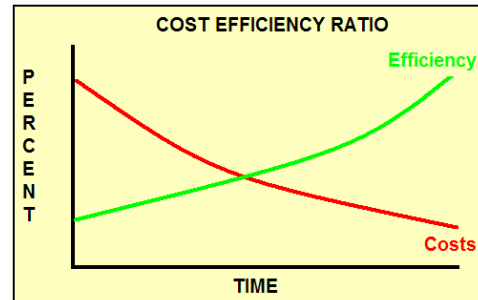
The constant driving force within the business sector is increased efficiencies and reduction of costs. This, in conjunction with the growth of samples being processed by laboratories each year, is placing great stresses on the laboratory.

This driving force means that even small laboratories will need to automate by using a LIMS to meet the ever increasing business expectations. There are many other benefits which can also provide justification for the purchase of a LIMS, the following are just some of the benefits:

- Greater accuracy of data.
- Faster company-wide access to the data.
- Easier to validate the laboratory.
- Easier to adhere to and prove compliance to regulations.
- Enhanced security of data.
- Increased laboratory data customer service.

- Analysis of laboratory data leading to:
  - Improved formulations.
  - Reduced materials costs.
  - Improved production processes.
  - Better product quality.

Overall a LIMS will remove most of the stresses associated with the laboratory and meet the company-wide business objectives.



## QSI Corporation

Quality Systems International is a leader in the supply of innovative LIMS (Laboratory Information Management System) software and associated consulting services, which together provide enterprise solutions for all laboratories.

QSI believes that the success of our LIMS projects is largely due to the fact that we use no third party consultants or distributors and, as such, all divisions are wholly owned subsidiaries of the QSI Corporation.

Corporate headquarters are in the USA, whilst the subsidiaries are located in the UK, Germany, Holland, and Australia.

Our goal is to expand our operations further around the world so that we can provide greater local support and enhanced communications to our clients.

QSI believes that the use of the modern technologies available both today and in the future will revolutionise working practices within the laboratory, and unchain technicians from their clipboard and desktop PC's. We envisage intelligent LIMS software continuing to help the integration of technology into the laboratory.

Our commitment to continued innovation is reflected in our ongoing investment in research and development. In fact we have since 1993 allocated all profits to research and development. This commitment has continued and enhanced the development of our forms technology, and introduced web and portable technologies to the laboratory community in the form of the Web Client, Pocket Client and Tablet PC Client.

Through our research team we are continually exploring and assessing new technologies thereby advancing the capabilities of WinLIMS on all platforms.

QSI measures success not only by the number of systems sold, but also by the expansion of computing technologies within our client sites and the freedom of growth and invention that this brings.



**WinLIMS**

**[www.qsiaus.com.au](http://www.qsiaus.com.au)**

North & South America	Central & Eastern Europe	Western Europe	Australia & Asia	European Technical Center
<b>QSI Corporation</b> 445 Godwin Ave. Midland Park, NJ 07432 +01 201-251-2101	<b>QSI GmbH</b> Robert Bosch Str. 5 63225 Langen Deutschland +49 6103 9007 0	<b>QSI (UK) Ltd.</b> The Lodge, Station Road Chinnor, Oxfordshire OX9 4HA United Kingdom +44 1844 351212	<b>QSI Pty</b> Sterling House, Suite 6 1012 Doncaster Road Doncaster East, Vic 3109 +61 03 9841 5511	<b>QSI BV</b> Sourethweg 9, NL-6422 PC Heerlen, Netherlands +31 45 5660065