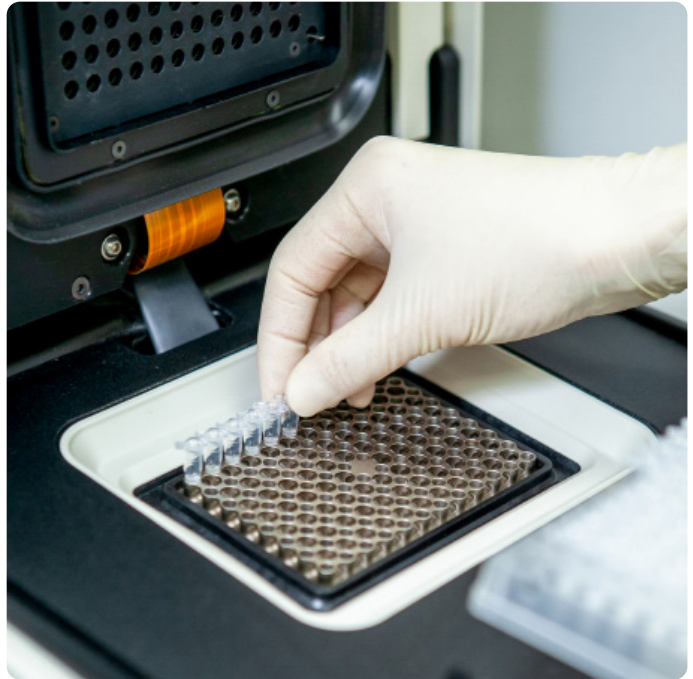


Solution for **Diagnostics Companies**

Unlock rapid reagent sales



The traditional manual instrument verification approach presents significant obstacles for laboratories. As a result, an increasing number of labs are turning to diagnostic companies for assistance in verifying their newly acquired instruments.

By including Validation Manager software service in your offers, you empower labs to complete instrument verifications 6x faster than with Excel-based approaches.

The results? You can accelerate your reagent sales pipeline by weeks, gain a competitive edge, and optimize efficiency in fulfilling lab tenders.

READ MORE AT

finbiosoft.com/validation-manager/

Trusted by the leading test manufacturers



Problems with the traditional verification approach:

Slow. Verification projects often drag on for weeks or even months, depending on the volume of instruments involved.

Complex. Each project can contain hundreds of spreadsheets with a myriad of data to manage and verifications to run.

Costly. Manual workflows are exhaustive and prone to human errors.

Risky. Project delays can disrupt the timely use of new instruments, affecting your reagent sales and overall business growth.

Empower your customers with Validation Manager to:

Accelerate reagent sales by weeks thanks to 6x faster instrument verifications.

Win more tenders. Meet rising demand and enhance your proposals with instrument verification support, making your offers more attractive.

Maximize resource efficiency. If your teams are involved in performing the verifications, a Validation Manager subscription streamlines this process and reduces the required internal resources.

Ensure instrument performance and precision through the contract periods by empowering labs to continuously monitor and verify your instruments/reagents.

Elevate your reputation as a comprehensive diagnostics solution provider by ensuring easy accreditation compliance for labs.

Provide exceptional customer support. Troubleshoot and analyze issues swiftly and remotely using data-driven insights when labs report instrument or test kit problems.

How to offer Validation Manager to your customers

A straightforward process

- ▶ You can offer a Validation Manager subscription for the entire duration of your contract with the laboratories. This ensures consistent verification of your instruments, leading to sooner and sustained reagent sales.
- ▶ If the labs request you to do parts of the verifications, you can use a Validation Manager subscription to streamline this process and reduce the internal resources needed.

How it works

- 1 Tender announcement opening doors for collaboration**

Newly announced tenders are excellent springboards for diagnostics companies to join forces with Finbiosoft to offer laboratories comprehensive solutions.
- 2 Forming a dynamic alliance**

We team up with you for synergetic advantages of including instrument verification assistance in your offers. This integrated solution gives laboratories unmatched benefits and functionalities to streamline their verification process. What's more? It guarantees that you stand out from your competitors and fulfill the tenders effectively.
- 3 Offering laboratories a tailored Validation Manager subscription**

Your tender proposals will include exclusive Validation Manager subscriptions with bespoke features tailored to the labs' unique requirements, ensuring a satisfying and one-of-a-kind customer experience.
- 4 Customized training and configuration**

Our extensive training ensures the laboratories can start using Validation Manager seamlessly. We also configure the Validation Manager environment to accommodate their new and existing instruments and assays, so everything is fine-tuned for their projects.
- 5 Accelerated verification project completion**

The laboratories can accelerate their verification projects with powerful verification software and best-in-class support. This means faster turnaround times, streamlined workflows, and elevated standards, allowing you to initiate reagent sales weeks sooner.
- 6 Sustained Validation Manager usage for lab quality control**

Beyond project completion, the laboratories can continue leveraging Validation Manager for numerous routine quality control tasks like parallel instrument comparisons, measurement of uncertainty, lot-to-lot variation analyses, and more. This ongoing utilization allows for their sustainable operational excellence and precision.