Strategic Direction
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Software & Informatics Division
Our mission is to transform the laboratory environment by enabling our customers to:

- Unlock powerful insights
- Increase productivity
- Collaborate effectively
- Benefit from scientific and technological advances
Scientific Answers are Critical to Business…
Shifting to integrate the lab into the business

Traditional Systems

- Business Systems
  - Questions
  - Answers

- Lab Management Systems
  - Samples
  - Reports

- Execution & Tracking
  - Tests
  - Results

- Analytical Data Systems
  - Analysis
  - Data

• Inefficient & error prone
• Dark data
• Reliant on manual actions
• People drive decisions
• Limited redundancy
• Not scale-able & infrastructure heavy
• Iterative & unidirectional
• Hierarchical & siloed

Modern Systems

- Business Systems
  - Questions
  - Answers

- Lab Informatics Systems
  - Samples
  - Reports

- Lab Operations Systems
  - Utilization, Procurement, Training
  - Tests
  - Results

  • Efficient & automated
  • Searchable
  • Guided & automated decision making
  • Secure & compliant
  • Redundant & fault-resistant
  • Lightweight & scale-able
  • Cyclical
  • Collaborative
Modern Informatics should let your lab do more with less
Focus on your sample and your answers

- Reduce or eliminate errors
- Understand result provenance
- Enable secure collaboration
Modern Informatics should let your lab do more with less
Ensure integrity of your operation

• Protect and preserve valuable data
• Detect and resist attack
• Reduce the cost of regulatory compliance
Modern Informatics should let your lab do more with less
Connecting the dots to answer your questions

- Drive continuous improvement
- Know “what you know”
- Understand asset utilization
- Avoid downtime
- Choose the best instrument to answer my question

Deliver the right information, to the right person, at the right time
Challenges in Modern Informatics
System management must adapt to enable advancement

- Operationalize costs
- Scale easily and globally
- Minimize disruption of deployment, upgrade, expansion, and validation

One installation for all my labs
## Agilent ADF Products - SID Roadmap for Allotrope

### FY18

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Project</th>
<th>Status</th>
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<tbody>
<tr>
<td>Q1</td>
<td>OpenLAB ChemStation C.01.09</td>
<td>Agreed / In Development</td>
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<tr>
<td>Q2</td>
<td>Prototype OpenLAB CDS 2.3</td>
<td>No final agreement / in planning depending on Allotrope Member inputs or needs</td>
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<tr>
<td></td>
<td>Prototype ECM Filter</td>
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### Further Allotrope Product Releases

- Depending on Adoption and the Allotrope Member Needs

### Allotrope integration projects with selected Allotrope Partners
Thank you!