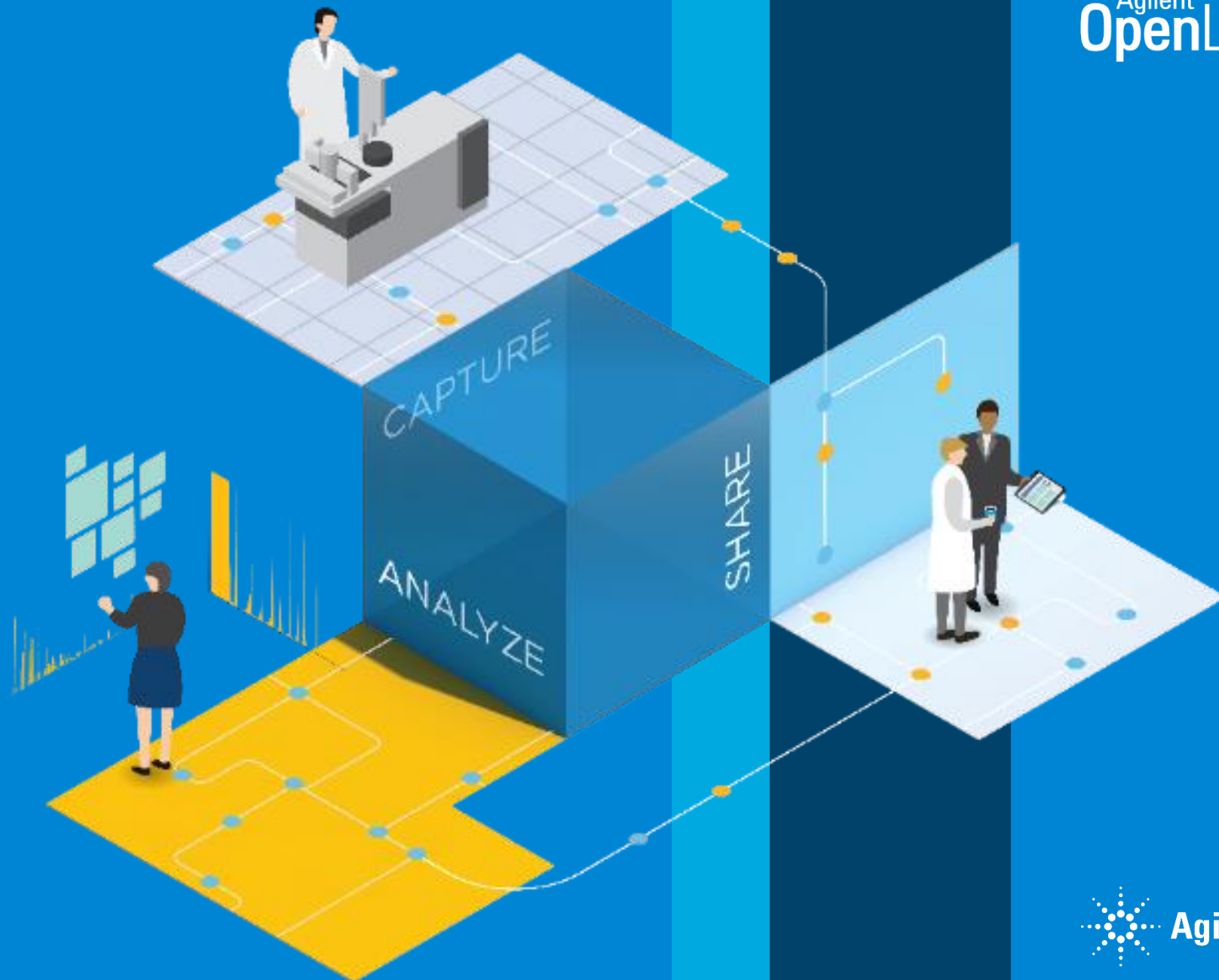


Agilent OpenLab

Strategic Direction March 2018

John Sadler
VP/GM
Software & Informatics Division



Agilent Software & Informatics

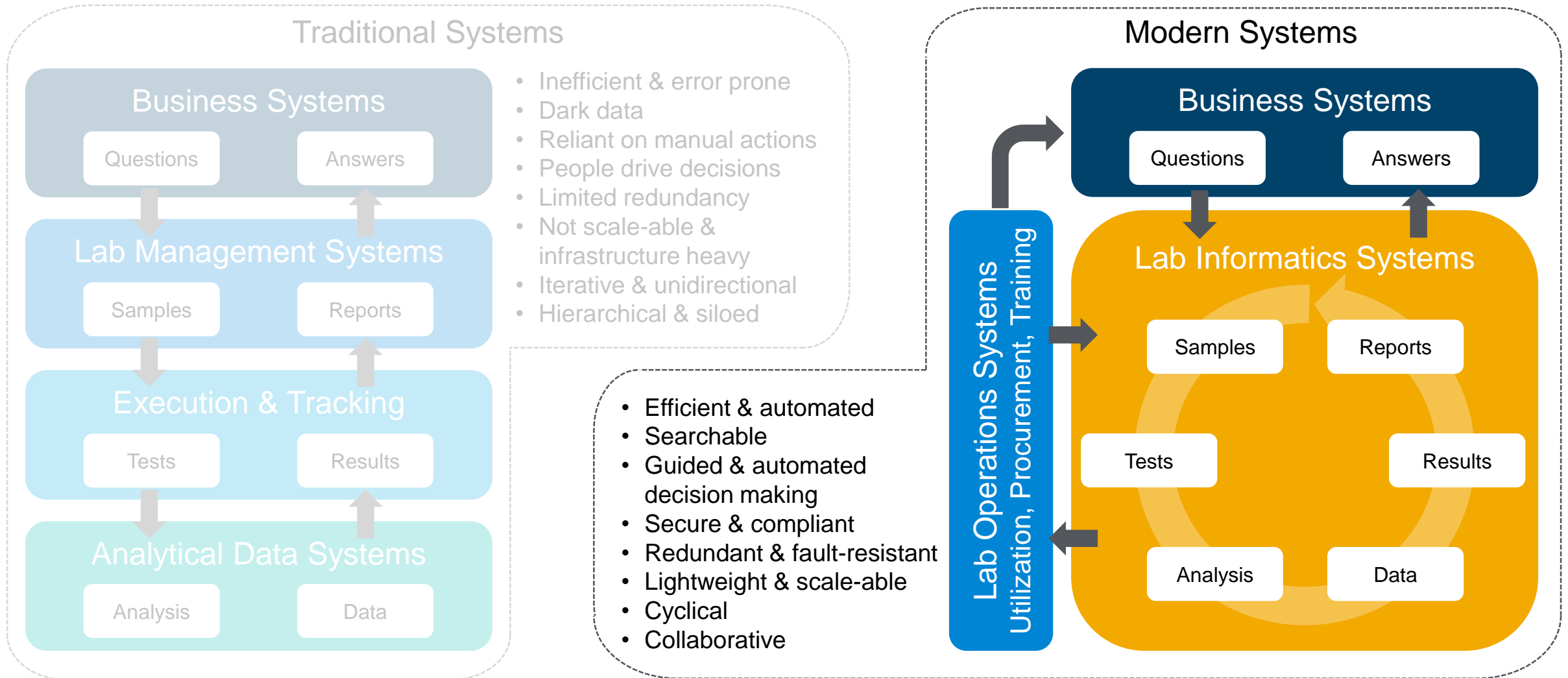
Delivering trusted answers by connecting people to data and insights

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

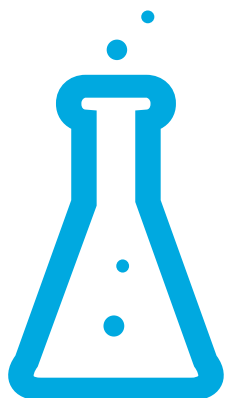
Scientific Answers are Critical to Business...

Shifting to integrate the lab into the business



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

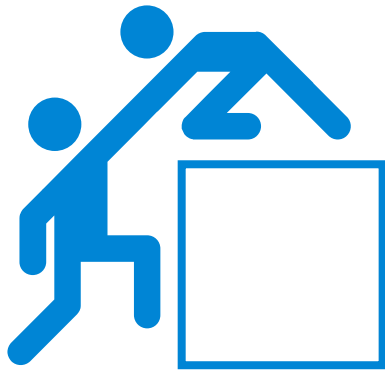


- Drive continuous improvement
- Know “what you know”
- Understand asset utilization
- Avoid downtime
- Choose the best instrument to answer my question

Deliver the right information, to the right person, at the right time

Challenges in Modern Informatics

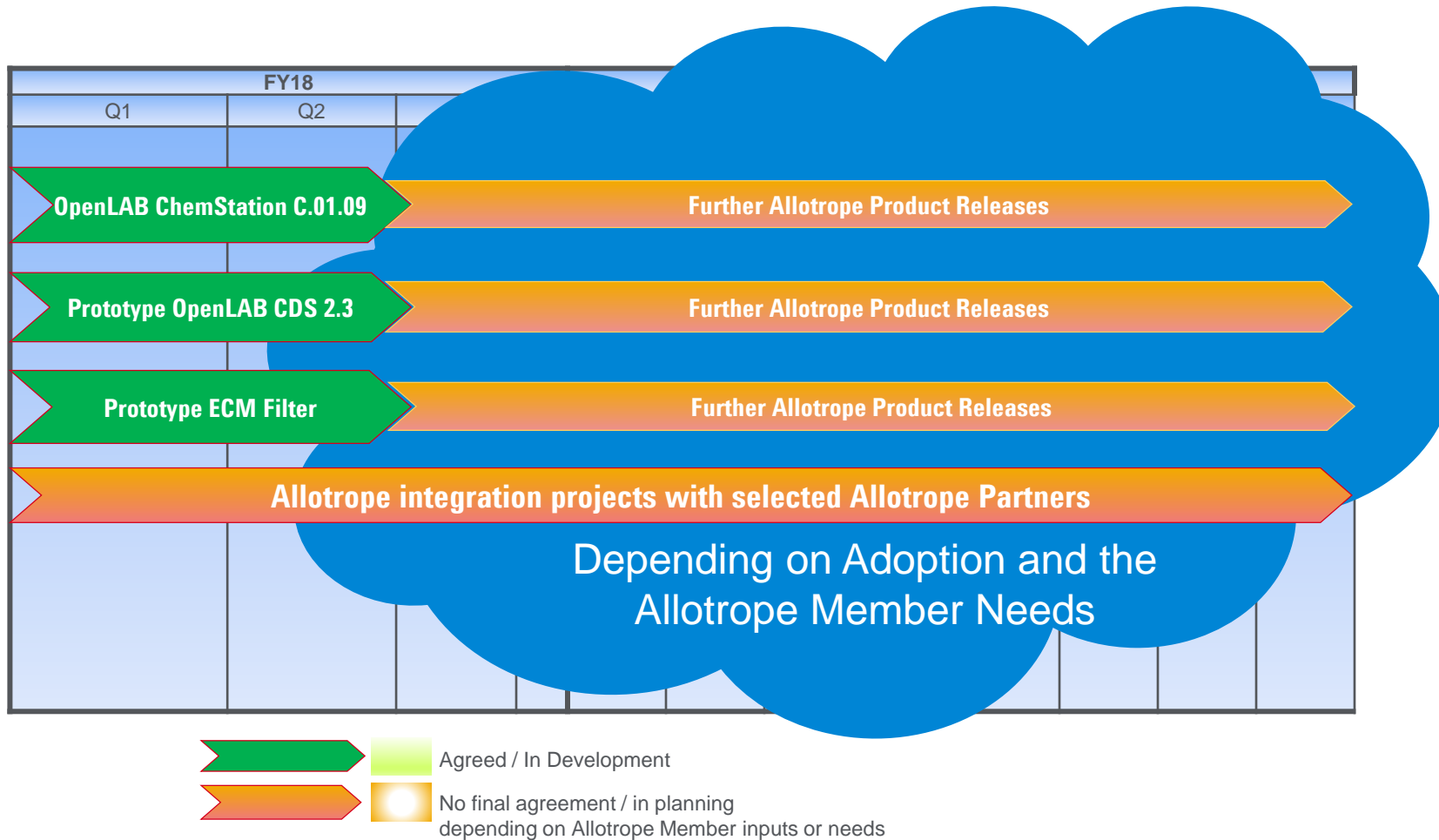
System management must adapt to enable advancement



- 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





Thank you!