



A Vicious Cycle

Congratulations! Your lab budget is increasing. Since the Great Recession ended, the typical lab budget has grown by as much as 5%.¹ That is the good news. The bad news is those increases are specifically targeting the higher costs of instruments and consumables.² As lab professionals, you are still expected to do more with less. Forget about the new chemist or that new analyzer you need. Your budget may be increasing, but administrators still believe that your lab may be spending too much on the wrong things.

They may not be wrong. Nearly half of lab professionals admit that they have no clear idea of how much their labs even spend every year.³ They simply go ahead and do what they have always done. Only now they do more of it, because there are fewer staff members to run the tests, order and track supplies, and generally do more for less. Despite their best efforts, they still see their laboratories slowly losing control over their own budgets.⁴

Why? In many respects, it all comes down to numbers and tradition. According to one recent report, the typical lab spends nearly 60% of its annual budget on consumables, things like columns and vials to hundreds of other common lab supplies (see Figure 1 as an example of LC columns you use in your lab). Because many labs allow staffers to order their own consumables, the result is less than efficient. Most staffers admit that cost is a low driver, while product quality, quick delivery, and brand reputation are important.⁵ Unfortunately, it does nothing for personal accountability. In addition, lab ordering practices such as these do not even begin to account for the time staff researchers spend placing, then chasing down the countless consumables they order from various—sometimes even hundreds — of suppliers. Just keeping track of all these orders and suppliers can be a nightmare. Who orders what, from whom, and how? Inevitably, inaccurate reporting, frequent out-of-stock scenarios, supply hoarding among labs, and even potential security and regulatory breaches result in administrative and cost-reducing measures, including layoffs.⁶ Then the vicious cycle begins again with each new fiscal year.⁷

Changing the Status Quo

To end the cycle of spend and cut, there are a number of ways laboratories can avoid the angst associated with annual budget reviews. Here are some of the top reasons to consider consolidating your consumable purchases:

- Topping the list is inclusion. That means involving everyone in the budget and ordering process to create an integrated approach to not just the lab but the business. It may seem like a cliché, but knowledge really is power. No truer example exists than presenting all of the facts and figures to lab personnel in search of new solutions. It will not take long to uncover one of the most glaring issues that involve everyone: without a central purchasing plan or consolidated supplier for consumables — which accounts for up to 60% of your annual budget — labs will continue to over order and needlessly spend too much money.⁸
- In a complex global marketplace, where goods and services are often sourced to third parties, supplier consolidation for your leading purchase adds buying power and reduces costs. How? Beyond the products themselves, dealing with a single-source consumables supplier who has proven, real-world expertise to meet your needs, such as PerkinElmer, can reduce costs by up to 25%.⁹
- There is an efficiency ripple effect when consolidating suppliers, says The Hackett Group, a strategic consultancy and leading best practices implementation firm to global companies based in Miami, FL. Because fewer transactions need processing, labs save money by expending less time and overhead on each order, which can average more than 1,000 transactions a year.¹⁰
- Consolidation initiatives often lead to bigger systematic savings. In the area of consumables, for example, PerkinElmer offers a wide assortment of lab products and accessories, regardless of instrument manufacturer. Equally important, it can also provide your lab with easy access to a full slate of lab services through OneSource®, the most comprehensive suite of scientific laboratory services and enterprise solutions in the industry.
- The U.S. Food and Drug Administration Amendments Act of 2007 (FDAAA), and FDA's Guidance for Industry Format and Content for Risk Evaluation and Mitigation Strategies (REMS), REMS Assessments, and Proposed REMS Modifications. (FDA basic guidance: Guidance for Industry Good Pharmacovigilance Practices and Pharmacoeconomic Assessment (2005).
- European Medicines Agency (EMA) Guideline on Risk Management Systems for Medicinal Products for Human Use (2005).
- In July 2012, the EMA introduced new, stricter guidelines for pharmacovigilance activities: Good Pharmacovigilance Practice (GVP), replacing its Volume 9A guidance.
- International Conference on Harmonisation's (ICH) ICH Harmonised Tripartite Guideline: Pharmacovigilance Planning --E2E (2004).
- Consolidation initiatives reduce instances of non-compliance. In fact, research shows that supplier and internal compliance not only fosters higher stakeholder satisfaction levels, it saves an average of 10% in reduced non-compliance issues while also reducing the potential for fraud.¹¹
- It is a lot easier to negotiate pricing with a single-source provider. The reason is simple. You are not just a voice in the crowd. You also have a clearer line of sight of what your lab has, does, and plans to buy in the future. That kind of data provides you the leverage you likely lack in a multi-vendor relationship. If you want to find out more, call or email your PerkinElmer representative today. Come budget time, you will be glad you did.

A New Look at HPLC Columns

How much do you really know about the HPLC columns you use? Some of these stats might surprise you, but the biggest surprise will come from our new Universal HPLC column portfolio and column finder tool. Explore the facts for more information.

92%
of Chromatographers use
C18 COLUMNS
the most popular column

PerkinElmer Universal HPLC Columns:
Standardize and reduce the number
of columns up to 10 fold

#1
Chromatographic
Technique
Conventional HPLC

Over **20**
different
HPLC column
providers*

PerkinElmer Universal HPLC Columns:
200 phases tested and thousands of analyses

Top column dimensions
used in analytical HPLC:
15 cm x 4.6 mm

Conventional analytical
(3.0-4.6 mm i.d.) column
usage has increased from
5.8 to 7.4 columns/year
per instrument
(more than 27%)

PerkinElmer Universal HPLC Columns:
HPLC Columns for any instrument,
dimension or type

\$2,890
average annual purchase
budget for prepacked
analytical columns
per instrument

PerkinElmer Universal HPLC Columns:
Up to 20% cost savings

Less than half
of Chromatographers
purchase columns from
instrument manufacturers

Quickly and easily find and purchase any HPLC column
with the
PerkinElmer Universal HPLC Column Finder

Part Number	Brand	Manufacturer
Bonding	Particle Size	Length
		Diameter

Find your next column at
www.perkinelmer.com/columnfinder

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For the Better

* <http://www.labmanager.com/vendor-list/2010/01/hplc-columns-manufacture-688-VhtcP63aQ>
Reference: <http://www.chromatographyonline.com/content/trends-hplc-column-usage-0716-1616-1date=8%0A%09%09%09&pageID=7>

Figure 1. Putting stats to LC column usage. Download the infographic at www.perkinelmer.com/columninfographic.

References

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PerkinElmer, Inc.
940 Winter Street
Waltham, MA 02451 USA
P: (800) 762-4000 or
(+1) 203-925-4602
www.perkinelmer.com

PerkinElmer

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