



## Case Study - A1

### Automation software as an OEM package

#### Business Case

Many suppliers of equipment to the life science market have an opportunity to offer a fully automated solution which includes their equipment. This appeals enormously to their customers, as it saves them having two or more suppliers for one automated system.

The supplier also wins as he gets access to sales which otherwise would have gone to a systems integrator who may have chosen different equipment. He also gets to supply extra hardware on which a margin can be made.

Aitken Scientific's A-S Automate software can provide the missing link between the manufacturers equipment and the third party extras.

#### Example

Deerac Fluidics supply two nano-dispensers, one for plate to plate copying, the Equator, and the other which is a bulk dispenser. Both can be fed plates automatically using a stacker.

#### Our solution

Aitken Scientific's A-S Automate product is ideal for providing the ability to automate the liquid handler and stacker together. The method files developed for use with the liquid handler are retained, so changes to the methods can be done using the standard liquid handler package.



An Equator and Thermo RapidStak coupled together

The software is simple for an operator to use. Comments received include:

**“Great. Just a simple green button. This will really reduce our training, as our staff change frequently.”**

The package can be supplied with and without the design tool. This allows the integrator to decide if the users need to change the scripts or whether support will be provided by the integrator.

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