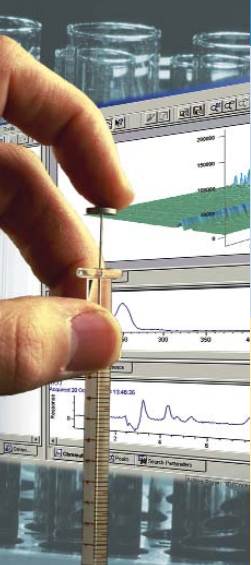


Businesses Worldwide Count on Our
Market-leading Informatics Solutions
and Services for Connected Productivity™

COUNT ON US.





When it comes to managing your most valuable asset, the data being generated in your laboratories, there is no more trusted brand than Thermo Scientific. Offering market-leading laboratory informatics solutions, as well as the world's broadest array of laboratory instrumentation, equipment and automation, Thermo Scientific informatics products deliver the comprehensive solutions you can count on to advance your science, improve your efficiencies and improve your bottom line.

Delivering Enterprise-Level Informatics Solutions and Elevating the Role of the Laboratory

Thermo Scientific award-winning enterprise level informatics solutions are at work around the globe helping more businesses, across more industries, achieve their goals and meet their most critical business challenges. Our Laboratory Information Management Systems (LIMS), Chromatography Data Management Systems (CDS), Spectroscopy software and complete line of informatics solutions, including Electronic Laboratory Notebooks (ELN) and Document Management Systems (DMS), have consistently been the solution of choice for scientists, researchers and engineers, enabling them to make the world healthier, cleaner and safer.

Our approach to finding solutions for today's data management challenges is based on our understanding of your industry and our belief that the information generated in your labs is of vital importance to the day-to-day decision making of your management team. That's why we build our informatics solutions with an emphasis on industry-centric functionality as well as workflow flexibility for your users. And our solutions are designed to give you the integration tools necessary to connect your laboratory with the rest of your enterprise so that the key business metrics important to your operations are available when they are needed for the best decision making across the organization.



**The Irish Department of Agriculture
Gains Improved Efficiencies and
Strategic Information Management
with Thermo Scientific LIMS**



**Sakhalin Energy Utilizes
Thermo Scientific LIMS
for Largest Russian
LNG Project Ever**

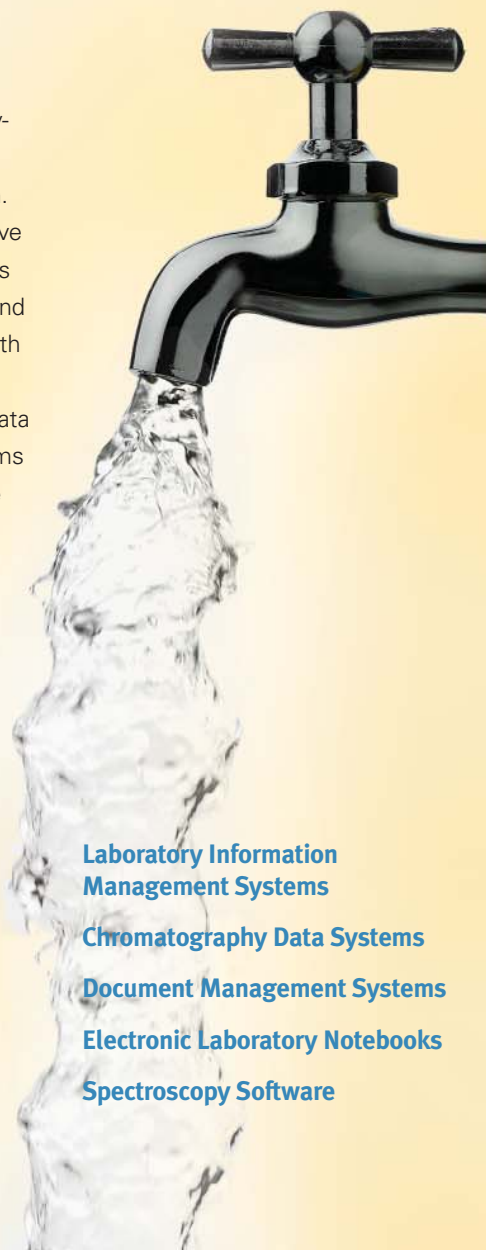
**Integration of Thermo Scientific LIMS
and CSols Remote Sampler at
Northern Ireland Water Delivers
Enhanced Audit Trail and Significant
Time and Cost Savings**



With our focus on Thermo Scientific CONNECTS, which aligns laboratory-generated data with enterprise-level decision making, we have helped elevate the role of the laboratory to the highest levels of the organization. Companies investing in enterprise integration enable management to have a complete view of the metrics that drive revenue and allow the business to make faster, more informed decisions critical to continuous success and continuity. With CONNECTS, we bring a strategic vision and the strength of Thermo Fisher's resources to facilitate management level discussion about the necessity of integrating laboratory software with a variety of data sources, from enterprise systems like Manufacturing Enterprise Systems (MES), Process Information Systems (PIMS) and Enterprise Resource Planning (ERP), as well as communication tools like SharePoint, and BizTalk, and Document Management Systems (DMS).

Our success in integrating laboratory informatics with the enterprise has been built and strengthened by our ongoing partnership with industry leaders such as Microsoft, SAP, Oracle, NextDocs and Accelrys as well as with members of our Global Partner Alliance program, which extends our reach around the world and provides local services and support for Thermo Scientific informatics solutions.

At Thermo Fisher Scientific, we believe we have an obligation to build products that help our customers respond with more certainty to the many unforeseen challenges that confront businesses today. We believe it's within our power and our responsibility to lead the market in transforming laboratory data into the most relevant business drivers for those companies committed to the advancement of science and to the health and safety of the world we live in.



- Laboratory Information Management Systems**
- Chromatography Data Systems**
- Document Management Systems**
- Electronic Laboratory Notebooks**
- Spectroscopy Software**



Marketing Leading Solutions – Purpose-built for Industry and Designed for Compliance

Over 30 years of industry leadership across a variety of global industries has allowed our company to grow with your business and to design and build industry-specific functionality throughout our informatics product line. Each new release of our solutions are built with input from our user community and industry experts, ensuring an upgrade path that respects your prior investment and reflects continuous customer input. Understanding your challenges is our first step in developing the purpose-built software solutions you can count on.

Chemicals Manufacturing – Margins and Efficiency

Chemicals manufacturers operate using either a continuous production process or a batch methodology. Thermo Scientific informatics solutions are deployed to contribute fully to the efficiency of the organization by controlling specifications and maximizing the margin achieved on each finished product.

www.thermoscientific.com/chemicals

Water and Wastewater – Clean Water and Meeting Regulations

Drinking water and wastewater analysis labs have to monitor the quality of both potable water and effluent on a regular basis in order to maintain public safety and ensure contents satisfy regulatory requirements. Above-limit determinations trigger increased testing frequencies and need to be reported rapidly to monitor any potential health hazards. Thermo Scientific purpose-built informatics solutions are routinely used to most effectively manage the collection, storage, reporting and scheduling of these highly regulated activities.

www.thermoscientific.com/waterandwastewater

Thermo Scientific LIMS Helps Müller's Yogurt Production at UK Quality Control Laboratory

Environmental – Ensuring Quality In and Out of the Lab

Environmental labs work under the auspices of national and international regulators and need to have stringent control of the analytical techniques used to determine chemicals found in the environment. Integrating Thermo Scientific informatics solutions with analytical instrumentation facilitates efficient, high quality and informed decisions. We deliver highly configurable integrated software solutions designed to meet the specific needs of environmental laboratories.

www.thermoscientific.com/environmentallabs

Food and Beverage – Safer Food a Global Concern

Scrutiny over imported food sources and increasing regulation facing the food industry has meant a new focus on quality control operations in order to support compliance and public safety. Since the raw materials in food products are much more variable than other industries, food testing labs need to have flexible software solutions that can accommodate changes based upon the materials used for each manufactured product so that traceability and batch genealogy is assured. Thermo Scientific informatics solutions are instrumental in the day-to-day operation of food and beverage laboratories, and provide the built-in functionality necessary to provide secure and reliable audit trails to government and regulatory authorities.

www.thermoscientific.com/foodandbeveragesafety



Standardization of Thermo Scientific LIMS at Fera UK Delivers Improved Laboratory Efficiencies for UK government's Department for Environment, Food and Rural Affairs



Pharmaceutical and Life Sciences – From Drug Discovery and R&D to Manufacturing

Thermo Scientific informatics solutions have become an integral component of nearly all of the world's most significant pharmaceutical and life sciences operations. Whether the science is performed by a pharmaceutical or biotech company, a hospital or research university, or by a contract research organization, we help integrate our informatics software with existing tools so that productivity and collaboration is enhanced and integrated data is timely, consistent and accurate. Our attention to delivering purpose-built informatics solutions helps organizations speed the conversion of data into knowledge for effective, safe and profitable decision making. Our solutions contribute to the safe, cost effective and efficient delivery of new drugs — from research, through drug discovery and manufacturing.

www.thermoscientific.com/drugdiscovery

www.thermoscientific.com/contract_research

www.thermoscientific.com/pharmaceuticalmanufacturing

Forensics – Revealing the Unknown

Recent advances in technology, along with international security initiatives, have resulted in a dramatic increase in the need for forensic laboratory analyses. This is particularly prevalent in the field of DNA forensics, where new extraction and data analysis techniques have widened the applicability to many new areas. Our LIMS provide the assurance of adherence to protocols necessary for the integrity of the analyses across international legal requirements.

www.thermoscientific.com/forensics

Metals and Minerals – Critical Analysis for Optimum Returns

Metals and minerals production requires a fast turn-around of quality data, particularly in refining and extraction operations. Our informatics solutions allow for efficient sample analysis, which means decisions may be made as quickly as possible and process parameters may be adjusted immediately. Our LIMS solutions provide the necessary process control to maximize output and margins.

www.thermoscientific.com/metalsandmining

Oil and Gas – Offshore and On Land Royalties

Oil and gas refineries require that a laboratory is able to monitor product quality and is integrated with the manufacturing operations. Thermo Scientific purpose-built informatics solutions are easily integrated with the onsite Process Information Management Systems (PIMS), Manufacturing Enterprise Systems (MES) and Enterprise Resources Systems (ERP) to ensure that all sample analyses are delivered when needed and production efficiencies are optimized, whether the lab is in an onshore processing facility or offshore on a drilling platform.

www.thermoscientific.com/oilandgas

Norway's HUNT Biobank Implements Thermo Scientific LIMS to Manage Medical Data – one of the largest population-based studies ever performed





Leading Argentinean Water Processing Company Relies on Thermo Scientific LIMS for Improved Quality Control

Implementation, Services and Support – Our Commitment to You

Implementing enterprise Informatics is a long-term business investment. Successful solutions combine leading technologies with world-class service and support capabilities that help companies continually lower operating costs and improve productivity. Because we are the market leading informatics provider, we can deliver the people, the expertise and the processes to help you deploy complex global informatics projects, including the implementation, training and support that are essential to the long-term viability of an enterprise solution. Our customers can count on expertise in migration strategies, requirements gathering, process harmonization, developing workflows for unique or standardized applications, and troubleshooting.

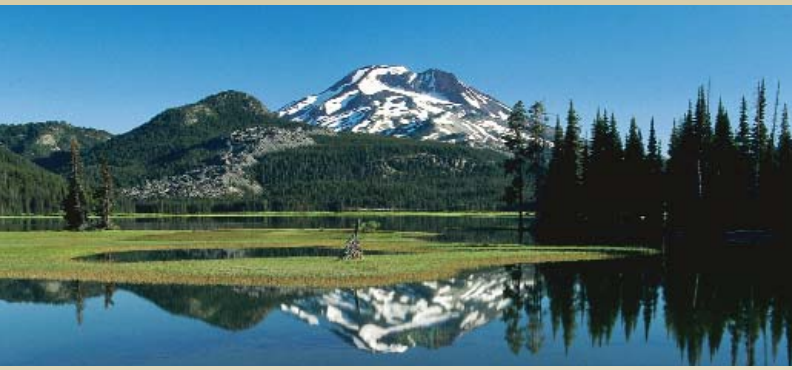
We approach implementation projects as we do every contact we have with our customers – as a partnership. A successful implementation will involve many key decision makers, users and subject matter experts from within your business. Our Thermo Scientific informatics project team works to a defined project methodology that tracks project milestones,

communicates progress reports, and oversees regular project reviews. A quality plan tailored for each project defines deliverables, roles and responsibilities for everyone involved.

With the largest global service and support organization in the industry, we offer services beyond basic implementation and validation around the world. Located in regional offices throughout the Americas, Europe, Latin America, South Africa, Middle East and Asia Pacific, our professional services team is highly skilled, with backgrounds in laboratory software development and deployment, customer service, regulatory requirements and project management. To help you maximize your informatics investment, we provide professional training on-site at your location, at one of our three global training centers, or via our on demand eLearning University. Drawing on these extensive resources, we are able to provide experienced, dedicated and stable project teams that work in partnership with your organization to help you implement, service and support your informatics investment year after year.



Minera San Cristobal S.A. Utilizes Thermo Scientific LIMS for Laboratory Integration and Automation in Bolivia – one of the world's largest silver-zinc-lead development projects



Thermo Scientific LIMS
Solution Transforms Information
Management at Nova Biologicals



Customer Allegiance through Responsive, Excellent Service – CARES

The CARES initiative is our promise that the informatics products and services you rely on to run your business have been developed and delivered with excellence. Built on a unique set of seven core principles, from our documented Quality Management System (QMS) and rigorous field product testing, to our use of BMC Apsight Application Problem Resolution System, the CARES initiative is our way of demonstrating our commitment to exceeding your expectations. It is your guarantee that Thermo Scientific informatics solutions are worthy of your trust and we are worthy of your continued support.

Our documented QMS is built into every aspect of the business and supported by all levels of our organization. We employ reliable and rigorous external product testing, including simulated multi-user environments and benchmarking to measure quality, performance and optimum usability for our customers.

Recognized by Market and Industry Leaders Around the World

Thermo Scientific informatics solutions have been leading with innovation across the broadest spectrum of industries. Recognized by analysts and industry partners, our award-winning solutions have provided the tools necessary to move science forward for some of the world's most progressive organizations. In partnership with our customers, we have been the recipient of multiple prestigious Microsoft Life Sciences

The Thermo Scientific eServices portal offers our customers a wide range of support tools, including on-line incident logging, monitoring and resolution of support enquiries, as well as access to a comprehensive Knowledge Base and training. Our expert trainers offer a variety of education solutions to ensure you get the most value from your informatics investment. Education consulting services range from training needs assessment through to final training delivery. Scheduled training courses and workshops are provided either at the customer or at one of our regional training facilities. And through our Informatics eLearning University we are able to deliver professionally developed, high value on-demand training for our customers, giving you the option to choose the training most convenient to you and your staff.

Innovation Awards, which honor companies that develop new solutions to revolutionize medicine, bring therapeutic breakthroughs to market faster, improve health and enhance quality of life. We have also been recognized for both Market Leadership and Competitive Strategy Leadership in information management systems by Frost & Sullivan. Read more at

www.thermoscientific.com/awards.



In addition to these offices, Thermo Fisher Scientific maintains a network of representative organizations throughout the world.

Australia/Asia Pacific

+61 8 8208 8200

China

+86 800 810 5118

France

+33 160924800

Germany/Eastern Europe

+49 6103 408 1110

India

+91 22 6742 94 94

Latin America and the Caribbean

+1 781 933 4689

Netherlands/Benelux

+31 76 579 5555

Spain/Portugal

+34 914 845 965

United Kingdom

+44 1619423000

USA/North America

+1 800 395 5467

Visit us on the web at www.thermoscientific.com/informatics or email us at marketing.informatics@thermofisher.com

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