

Waters

**Better science.
Better business.**



It starts with better science.



And leads to better business.



Laboratories are facing greater demands than ever before:

- Operate smarter and faster
- Improve accuracy, efficiency and timing
- Provide bottom-line return on investment

Today, organizations like yours face greater challenges than ever before.

You're balancing short-term financial performance against long-term business goals. You need to meet ever-aggressive product availability and delivery timetables, which require shorter turnaround times from product development through production.

And to keep your products moving forward, there are internal challenges as well: managing equipment assets and their operational costs, maximizing utilization, protecting and making full use of intellectual property and training and challenging the scientists who are the heart of your company's creativity and productivity.

Tomorrow, those pressures will only multiply.

Waters has the singular solution that simultaneously addresses laboratory productivity, efficiency and analytical quality.

For nearly 50 years, our technology has pushed science forward to provide our customers with the tools you need for success. We are an established leader in creating end-to-end system solutions that seamlessly integrate instrument and chemistry technology, software and professional services for the ultimate in efficiency and productivity.

With Waters as a partner in your laboratories, you can streamline your operations. Research progresses with more confidence. Development cycles shorten. Products go to market faster. Profitability improves.

Now, with the resolution, sensitivity and speed of our innovative ACQUITY Ultra Performance LC™ (UPLC™) System, combined with the interoperability of our knowledge management solutions and services that optimize your laboratory's performance, we are providing our customers with the most powerful analytical solution available.

With Waters, you can **make better business out of science.**

Our passion at Waters is seeing analytical laboratories getting the most from instruments, chemistries, software and customer services. Our scientists collaborate with companies and institutions around the world to understand how our technology is used in diverse applications. We bring that knowledge back to our own labs to seek new ways to help you do more. Our products are a direct result of your needs.



Passion for excellence. Delivering innovation.

Since 1958, Waters Corporation has delivered visionary laboratory solutions that assist our customers in achieving scientific goals—whether that goal is to improve analytical quality, increase productivity and efficiency, or to earn a higher return on investment in research, development and quality control.

The award-winning ACQUITY UPLC System was developed from great technological strides in particle chemistry performance, instrument optimization, detector design as well as data processing and control—delivered in a complete system. Ultra Performance LC™ provides dramatic increases in the interlaced attributes of resolution, sensitivity and speed.

Waters' breakthrough UPLC technology was possible thanks to our close collaboration with customers, paired with a goal of technological innovation. Our dedication to excellence has helped thousands of customers optimize their use of HPLC technology. Today, with UPLC, we continue to challenge ourselves to do more for our customers.

- Can we make your chromatographic separations better, your peaks sharper?
- Can we make your run times significantly faster?
- Can our instruments give your scientists better quality information?
- Can we help your labs and your business run better?

Our customers tell us that the ACQUITY UPLC System produces results faster than anticipated as well as the sensitivity and resolution they need—enabling them to make more informed decisions than ever before. The system's efficiency at high-pressure separations is also enabling our customers to capture significant and measurable operational savings.

We now offer a growing family of system extensions that enables your laboratories to do even more with the ACQUITY UPLC System: specialized detectors, enhancements for mass spectrometry including support of third-party instruments, flexible column chemistry formats, instrument diagnostics, informatics solutions that give you better control of the data you gain from the system and comprehensive services to ensure your lab's continuous optimal performance.

Waters technology supports scientists working in thousands of laboratories around the world. With a reputation for top-quality instrument design, expertise in a wide range of application types and post-sales support services that demonstrates our commitment to customer success, Waters stands out among our peers, and, year after year, is one of the best-performing companies in the industry.

The answers are clear.

Waters provides you with confidence in your labs and, more importantly, confidence in your results.

A partner for laboratory success.

To achieve your goals, your laboratories must operate at their best. Laboratories in the top pharmaceutical and chemical organizations around the world have turned to Waters as their preferred instrument provider, recognizing that our best-in-breed technologies and services enable them to maintain optimal performance.

From technicians to lab managers to your top researchers,
Waters is valued as a technology leader in the laboratory.

With our wealth of applications expertise, we partner with our customers to understand your specific laboratory needs to ensure that you capture the full potential of UPLC. Because equally significant to the dramatic analytical gains that the technology provides are the opportunities for the ACQUITY UPLC System to introduce new competitive advantages to your business.

- Companies in pharmaceutical, chemical, environmental, life sciences and food safety industries around the globe have selected the ACQUITY UPLC System to be their solution for **business-critical applications**.
- With its ultra resolution and sensitivity, the ACQUITY UPLC System provides scientists with the best tool to find the right answer that will reveal a new product or entry into a new market—delivering **measurable return on investment**.
- Whether used as a stand-alone analytical instrument or paired with our advanced detectors and mass spectrometers, the ACQUITY UPLC System **generates more information faster** helping management make **better decisions—at the right time**.
- Our customers know their laboratories can count on **reliable laboratory productivity and efficiency** with specialized Waters services that support the ACQUITY UPLC System.
- From data capture to processing to storage, Waters software and informatics solutions help you **convert the improved data** provided by the ACQUITY UPLC System **into actionable information**—capturing your scientists' ideas, protecting intellectual property and assisting in managing compliance.





“The ACQUITY UPLC and Quattro micro™ are
absolutely magnificent
for what we do. Now we can separate,
identify and quantify 38 estrogen derivatives at
femtomolar amounts in less than 12 minutes.”

*Prof. Ercole Cavalieri
Center for Environmental Toxicology
University of Nebraska*



“ACQUITY UPLC concentrates all the analytes
into a smaller volume so that the peaks are
narrower and taller. Now chemists can
try things they never could before
due to time constraints and the cost of compounds.
With ACQUITY UPLC, you get all sorts
of good things.”

*Art Coddington, Ph.D.
Research Fellow (retired)
Merck Research Laboratories*

Faster run times

improve QA in food testing

In a food testing laboratory that analyzes 35,000 samples annually, the average run time for an HPLC/MS confirmatory method was about 25 minutes.

■ **With an ACQUITY UPLC System, the lab easily transferred the 25-minute separation to a 4.5-minute UPLC separation.**

The lab director reports that the UPLC separation provides much better resolution and more actionable evidence about the safety of the food being tested. With UPLC, the lab was able to triple its output and expand its product offerings.

Migrating to UPLC

boosts throughput and reduces costs

The ACQUITY UPLC System was selected by a state-of-the-art drug metabolism and pharmacokinetics (DMPK) laboratory that was taking up to 50 minutes to clearly resolve and detect metabolites with HPLC. With UPLC, the overall analysis was accomplished in 12 minutes, while maintaining or improving resolution.

■ **The DMPK lab analyzed 40 samples with UPLC in an eight-hour day, a four-fold gain in throughput.**

The lab also reduced its cost of analysis per sample by 74 percent.

Streamlining studies

saves time and resources

In the drug safety assessment group at a pharmaceutical company, researchers used UPLC-based metabonomics to streamline a toxicology study. With HPLC, processing time took seven days and required as many as 40 animals and up to 35 g of compound.

■ **The lab significantly reduced necessary resources**

with the ACQUITY UPLC System—a total of just eight animals and 500 mg of the drug candidate was needed for the UPLC toxicology study.



The results



Profitability increases for CRO

At a U.S.-based contract research organization (CRO) performing preclinical and clinical trials, HPLC had been used to analyze an average of two batches of samples per day.

■ **With the ACQUITY UPLC System, this increased to six batches per day—a 200 percent increase.**

Based on a typical 96-sample batch that generates \$6,000 per day for the CRO, the lab has increased revenue from \$12,000 to \$36,000 per day; over a year, the CRO projected additional revenues of well over \$6 million with UPLC.

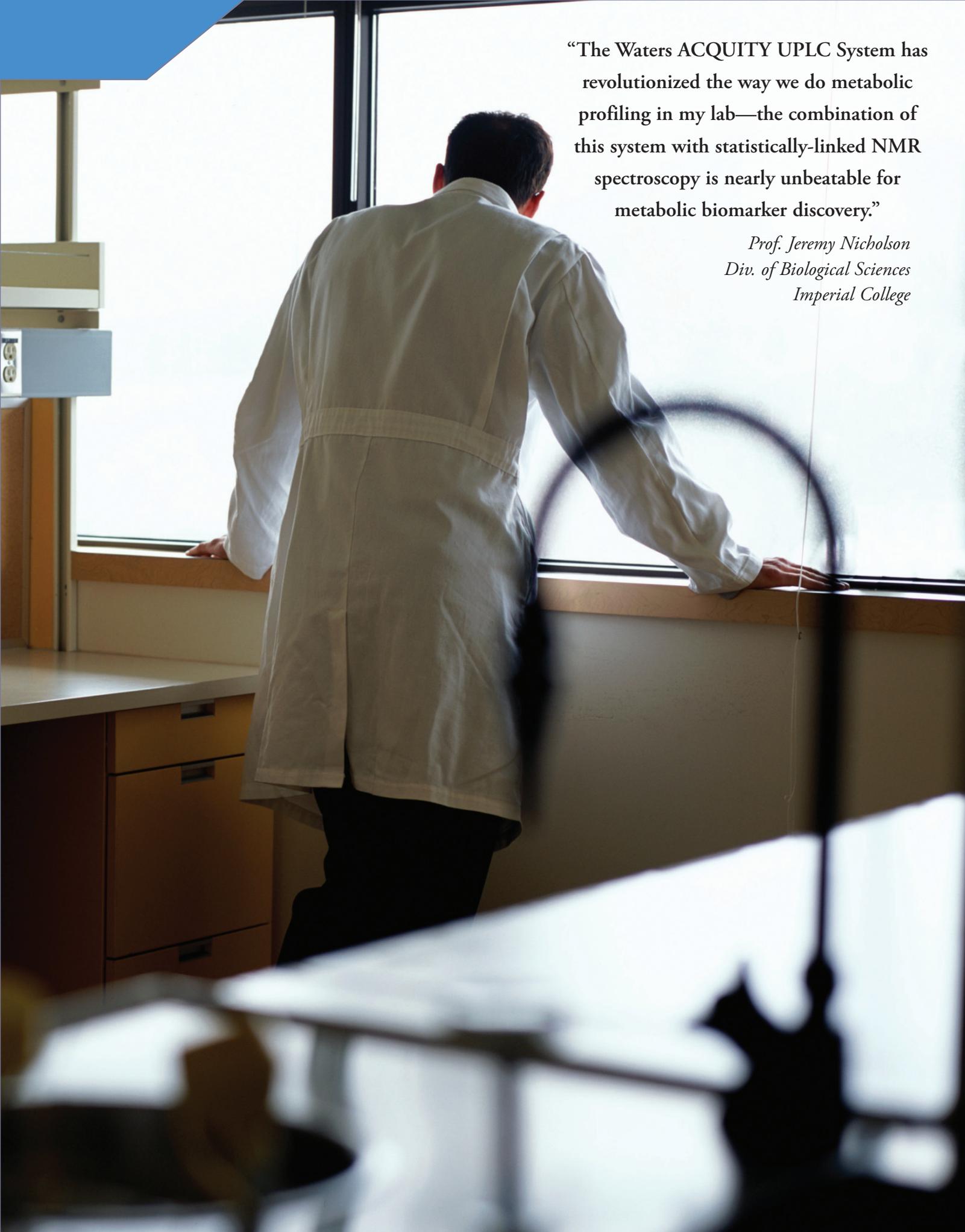
Open access lab achieves time and cost savings

A laboratory supporting the medicinal chemistry department of a global pharmaceutical firm operates an open access environment to provide 150 synthetic chemists with critical information about the success of their reactions. With the ACQUITY UPLC System, the lab reduced a 6.6-minute run to 2.3 minutes. Sub-two-second peak widths were standard, and the lab manager reported, "I can offer my clients the same peak capacity in half the time."

■ **Overall, the lab's turnaround time was cut in half while it also reduced solvent consumption by 85 percent.**

Moreover, the lab manager reported that he could run more than 2,500 injections on a single column without any degradation in results.

speak
for
themselves

A photograph of a scientist in a white lab coat standing in a laboratory, looking out a large window. The scientist is seen from the back, with their hands resting on the windowsill. The room is brightly lit by natural light from the window. In the foreground, there is a blurred view of laboratory equipment, possibly a microscope or a piece of analytical instrumentation. The overall scene conveys a sense of scientific research and discovery.

“The Waters ACQUITY UPLC System has revolutionized the way we do metabolic profiling in my lab—the combination of this system with statistically-linked NMR spectroscopy is nearly unbeatable for metabolic biomarker discovery.”

*Prof. Jeremy Nicholson
Div. of Biological Sciences
Imperial College*

Making better business out of science

Waters Corporation is the world's leading provider of instruments, chemistries, software and support services for chromatography, mass spectrometry and laboratory informatics. Our innovative solutions meet today's laboratory demands—and are ready for tomorrow's opportunities.

For nearly 50 years, Waters has been supplying scientists with the analytical tools that allow them to better understand the secrets of chemistry and of science itself. Around the globe, Waters systems and solutions are used by pharmaceutical, life science, proteomics, food and beverage, environmental, clinical, chemical and biotechnology researchers to push the boundaries of analytical science. With Waters as a strategic partner in your laboratory, you can accomplish more.

We invite you to learn more about Waters, our technologies, our resources, our capabilities and our services at www.waters.com.

Waters

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