



Sample Master® LIMS and Result Point® make Profitable Impact at Colorado Analytical Laboratories, Inc.

For more than 15 years, Sample Master enhanced with the Result Point web portal has supported the laboratories' data management, automation and expansion needs.

Organization Profile

Founded in 1962, Colorado Analytical Laboratories, Inc. (CAL) has developed a 40+ year track record providing high quality analytical services. Originally, an agronomic and animal feed testing laboratory, CAL has expanded its focus to water, wastewater and soil testing specializing in inorganics, microbiology, and metals.

Certified by the Colorado Department of Health and Environment (CDH), they analyze drinking water for organic contaminants (SOC's & VOC's), inorganic contaminants (metals), nitrate & nitrite, cyanide, fluoride, and coliform bacteria. CAL participates in the Soil Science Society of America's quarterly proficiency testing program that includes soil, water, and plant tissue analysis. They are also certified by the U.S. Composting Council for their Seal of Testing Assurance program and a DMRQA (Discharge Monitoring Report-Quality Assurance) participant. These certification programs demonstrate their commitment to delivering accurate and timely analytical results.

Their Challenge

Colorado Analytical Laboratories needed improved sample organization; faster turnaround; automation for QC data, reporting, and invoicing; and secure web access to data. Once this was implemented, they needed to maintain continuity with current protocols (various reporting formats, matrices, etc.). Due to their overwhelming growth and success, they needed a tool that would provide their customers secure, 24/7 access to laboratory data, reports, invoices and more. In addition to internet access, they also expanded to a second location and needed to expand their LIMS to accommodate their expansion.



<https://coloradolab.com/>
Brighton & Commerce City, CO

“Customization of our Sample Master® LIMS has been a key advantage. We were able to take Sample Master and adapt it to the way we wanted it to work for us. In turn, Sample Master created efficiencies that we never dreamed of - worklist creation, a secure sample approval process, fully automated printing and emailing! We couldn't live without it now.”

Stuart Nielson, Vice President,
Colorado Analytical Laboratories,
Inc.



Our Solution

Colorado Analytical Laboratories determined that the modularity of Sample Master® LIMS would best support their data management, automation and expansion needs. They chose the Sample Tracking, Data Entry, Sample Scheduling, QA/QC, and EDT (Electronic Data Transfer) modules to improve their sample organization.

As a result, hold times don't get missed, results are calculated inside of the LIMS without going to Excel, and QA/QC results are linked directly to samples (which their Colorado Department of Health auditor appreciates), all in a secure environment with multiple approval process levels supporting regulatory compliance requirements.

ATL also addressed their need for a web portal by installing Sample Master Result Point® for secure client access (data is encrypted), with an unlimited user license. This cut back on status calls and the cost of manually sending hard copy reports and invoices. Providing customers with 24/7 access to their sample results, reports and invoices has resulted in increased customer satisfaction.



The laboratory leverages the professional, secure, and always accessible Result Point web portal. This allows their clients to access their data on demand, check on sample analysis status and results (if available), and download and print PDF final reports.

With Result Point, Colorado Analytical Laboratories is "open" and serving their customers 24 hours a day, 7 days a week.

By far the biggest administrative efficiency enhancement was derived from Sample Master's Auto-Reporting, Auto-Invoicing and Auto-Emailing functionality, which provides customization of any report. The Auto-Invoicing feature has allowed CAL to easily create price quotes and offer custom pricing on an individual customer basis. When the results are complete and have gone through the approval process, presto! Reports and invoices are immediately available via PDF, and results can be automatically e-mailed. Previously, two administrative employees were needed to accomplish these achievements. Now those full time employees are helping grow their laboratory, having been allocated to their second laboratory location.



Colorado Analytical Laboratories new 12,500 sq. ft. laboratory in Commerce City, CO.

Another of the larger benefits came with instrument integration. Results entry became automated thanks to the parsers built by ATL for several instruments, including the Dionex IC. The EDT (Electronic Data Transfer) module and integration capability combined have saved several hours per week (per instrument) offering the ability to import results into the LIMS, resulting in increased throughput and enhanced data quality. CAL also utilizes RS 232 cables to input data directly from their balances into Sample Master. The laboratory has experienced a reduction of transcription errors from no longer hand-entering data.

An additional benefit is the use of worklists to stay organized. Sample Master's ability to allow worklists to be created by one employee for another employee has afforded a supervisor to create specific worklist assignments for other employees. By using the "Master Query" functionality of Sample Master, end users can retrieve samples by their worklist, tests, due dates, etc. Worklists can also be printed as a report and modified by the end user, which is an excellent method to provide bench sheets.



Throughout the LIMS deployment preparation process, ATL staff did an excellent job identifying CAL's needs and fulfilling them. GOLD Level Support combined with diverse training offerings results in strong, responsive, and educational customer service amenities.

With GOLD Support, CAL receives free product upgrades, unlimited technical support, access to ATL's support website (service packs, white papers, frequently asked questions, news and more), quarterly training webinars, user group meetings, the quarterly LIMS Solutions newsletter, priority routing, and their own assigned LIMS Account Manager to provide customers with a single point of contact for swift response and solution management.

“ We rely on Sample Master®; it is the heartbeat of our laboratory! We could not do what we do without their support engineers and the timely, consistent support the ATL technical staff delivers. Sample Master LIMS has allowed us to grow our business while accessing the latest in LIMS technology. ”

Stuart Nielson, Vice President,
Colorado Analytical Laboratories, Inc.



Now in its 22nd year, ATL Academy provides routine and custom LIMS training programs in order to educate customers with the skills needed to leverage their data management investment. CAL feels the LIMS Boot Camp and free quarterly Training Webinars are especially helpful as well. ATL's LIMS Boot Camp targets LIMS administrators and advanced users and is comprised of a three-day Introductory Course followed by a two-day Advanced Course. It provides participants with a hands-on, interactive learning opportunity that expands basic skills and programming knowledge in order to fully leverage their data management investment.

Accelerated Technology Laboratories (ATL), headquartered in West End, NC, provides laboratory automation solutions to a variety of industries from analytical, environmental, food & beverage, water and wastewater, agriculture, cannabis, chemical, government, public health, biotechnology, clinical testing and manufacturing. ATL's LIMS products are installed in over 600 laboratories around the world and supported by a steadfast commitment to excellence in product quality, support and training. ATL is one of the few LIMS providers that is ISO 9001:2015 certified. For additional information, visit: www.atlab.com.