

Switching to Elemental Machines saved this lab facility over \$100,000 in what would have been lost media with their previous system.

Industry

- Life Sciences

Previous Process

- TetraLink

Application

- Lab Monitoring

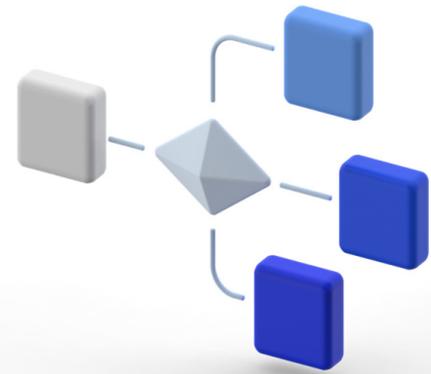
Primary Value

- Improve equipment performance
- Alerting + monitoring

Problem

This lab facility was using Tetralink for all of their device monitoring needs. The Tetralink product was problematic because the sensor was bulky, causing space issues in the tight quarters of their lab environment.

Tetralink's sensor wires also prevented the doors of the lab equipment from shutting completely. This forced them to choose between monitoring their equipment and shutting the doors completely.



Solution

The Lab made the switch to Elemental Machines(EM).

They found that the EM sensors were sleek and compact, allowing them to place their equipment closer together. They also were able to shut the doors of their equipment completely while using the EM sensors.

The Lab also enjoyed the peace of mind and diagnostic benefits of the real time graph functionality within Elemental Machine's application, showing trends and the history of temperature readings.

"Just last night someone turned off an incubator because it was making a weird noise. Once it dropped 2 degrees outside of the allowed range, we got an alert, and could determine someone likely turned it off. We had the problem solved within 5 minutes, all while I was sitting on my couch at home," said the Lab Facility's Head of Operations & Safety.



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Results

Live Alerts Save Money

"We had an instance where a walk in cold room had a catastrophic failure at about 1 AM. We got an alert and my main tech was able to go in and save over \$100,000 worth of media thanks to Elemental."

Peace of Mind

"Knowing everything is monitored allows me to focus my attention on other areas that aren't as secure as our devices monitored by Elemental Machines."

"Elemental Machines always does what it takes to make me happy, to make the system work as designed. They are very responsive, very good about getting us what we need. They understand our problems, provide us support. I haven't had a bad experience with them, which is a big deal for me."

Lab Facility's Head of Operations & Safety

