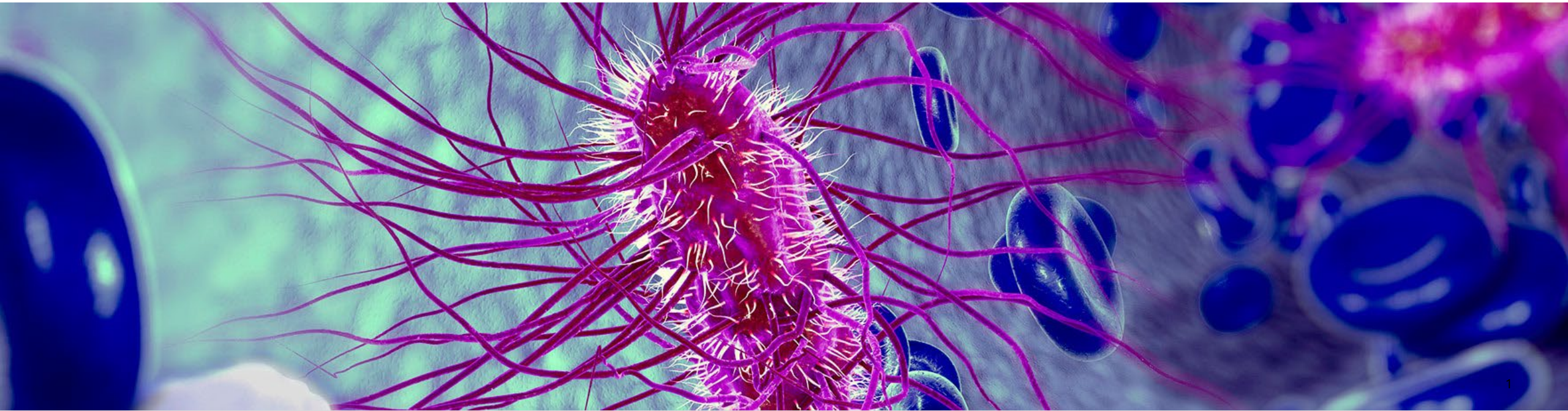


# Lonza Automation

## Roadmap

January 2024

Business Use Only



# Presentation Agenda

01

## What is Automation

- Not Just the Robot

02

## Automation Roadmap

- Software
- Instrumentation
- Service and Support

03

## Q&A



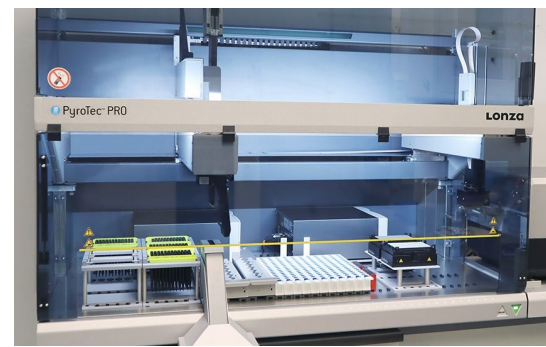
**Lonza**



# What Is BET Automation?

## Not just a robot

**Lonza**



### Reagents

- > Chromogenic reagent
- > Turbidimetric reagent
- > Fluorescence reagent

### Software

- > Endotoxin detection software
- > Task manager, scheduler, analyze and reports

### Instrumentation

- > Liquid handling systems (sampling/plating)
- > Robotic arm
- > Readers

### Service and Support

- > Global Automation Service and Support Specialists
- > Global Field Service Management tools and coordination

### > MODA-EM®/WinKQCL® Software Integration

- Bidirectional, automated communication between MODA-EM® and WinKQCL® Software
- Launched **Q3 2023**

### > Next Generation Software Development

- Architectural, UI, and UX updates to the software platform
- Planned launch **Q2 2025**



# Automation Roadmap

## PyroTec® PRO Solution updates

**Lonza**



### Speed Enhancement

- Optimized pipetting channels used during plate preparation.
- ~10–15% reduction in plate preparation time
- Launched **Q3 2023**



### Reagent Usage Reduction

- 25 mL reagent trough with improved geometry
- 20% reduction in reagent use for full 96-well plate
- 25 mL trough availability **Q1 2024**



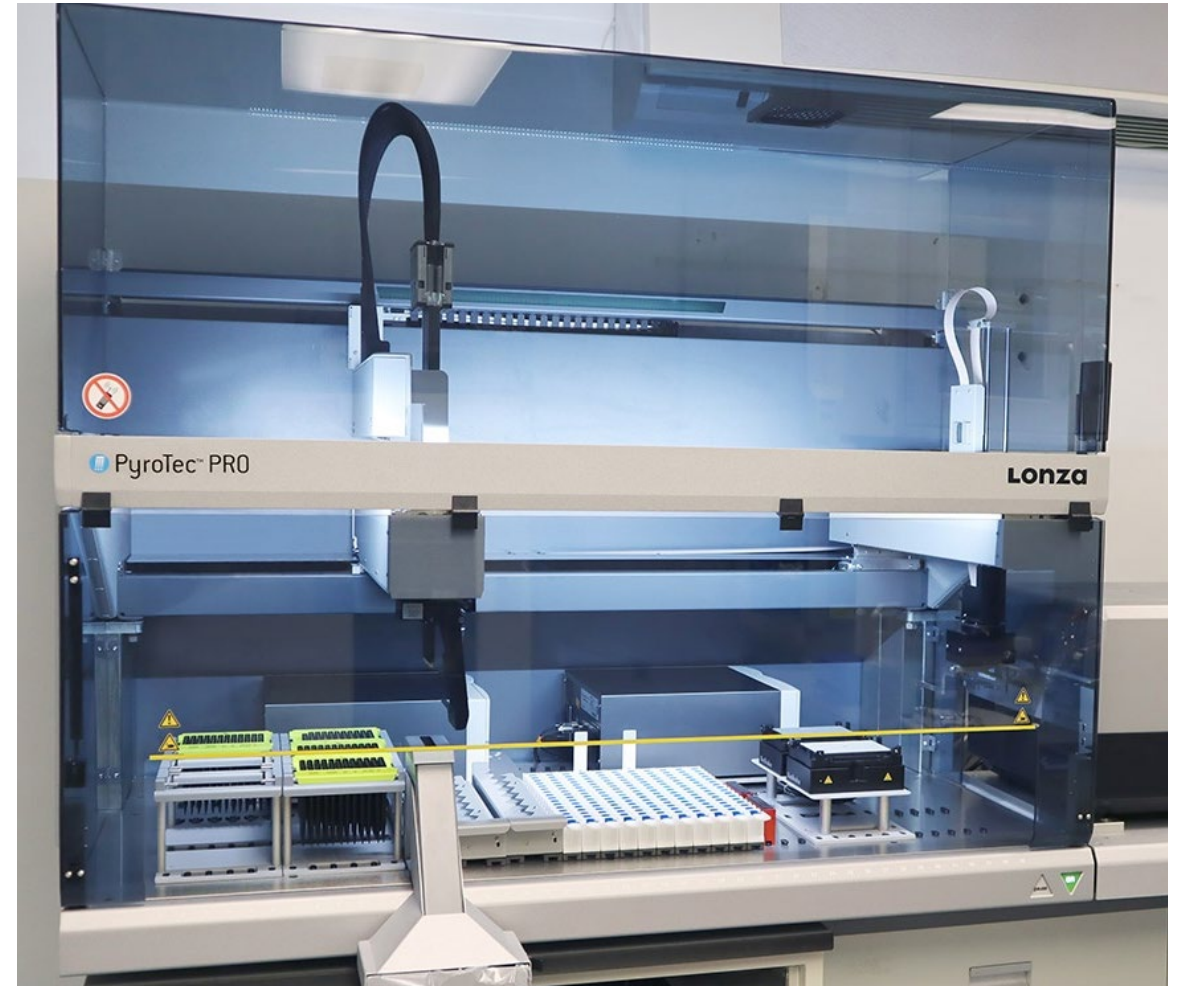
### Sample Tube Launch

- 5 mL sample collection tubes that can be used on the deck of the PyroTec® PRO System
- Streamline sample collection and preparation
- 5 mL test tube availability **Q1 2024**



### Low Sample Volume

- Accept samples (>10 µL) of fixed volume and dilute directly within the sample tube
- Targeted Launch **Q3 2024**



# Automation Roadmap

## PyroTec® PRO Solution future vision



### > **Next Generation**

- Liquid handling robot and microplate reader system
- Targeted launch Q2 2027

### > **Enhanced User Friendliness**

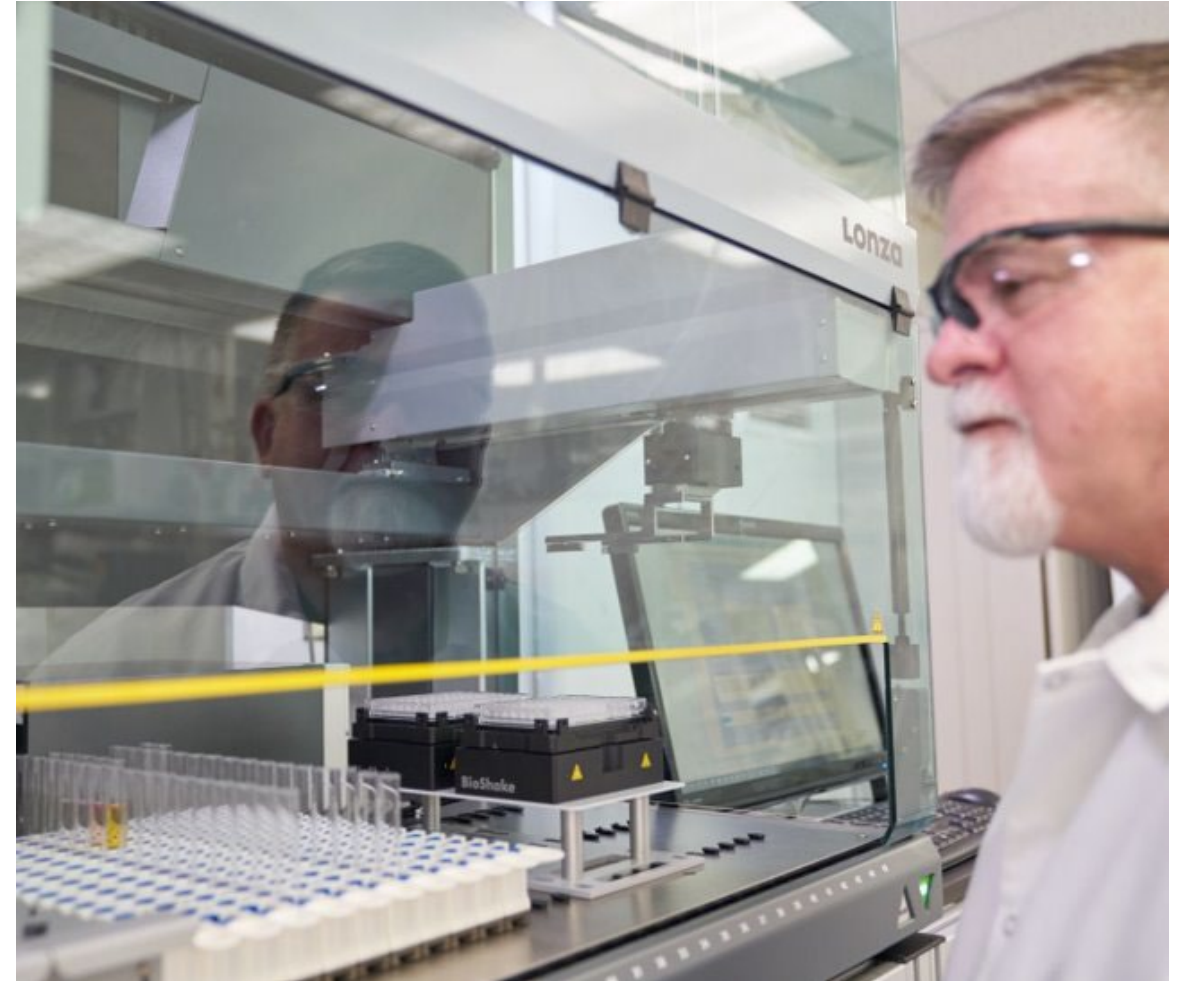
- Reduced training load
- User training modules (PyroTec® PRO/WinKQCL® Software)

### > **Optimized Time to Result**

- Continue optimizing plate preparation workflow
- Pipetting channels, workflow events, etc.

### > **Multiple Fluorescent Readers**

- Increased number of fluorescent capable readers
- Improve rFC throughput

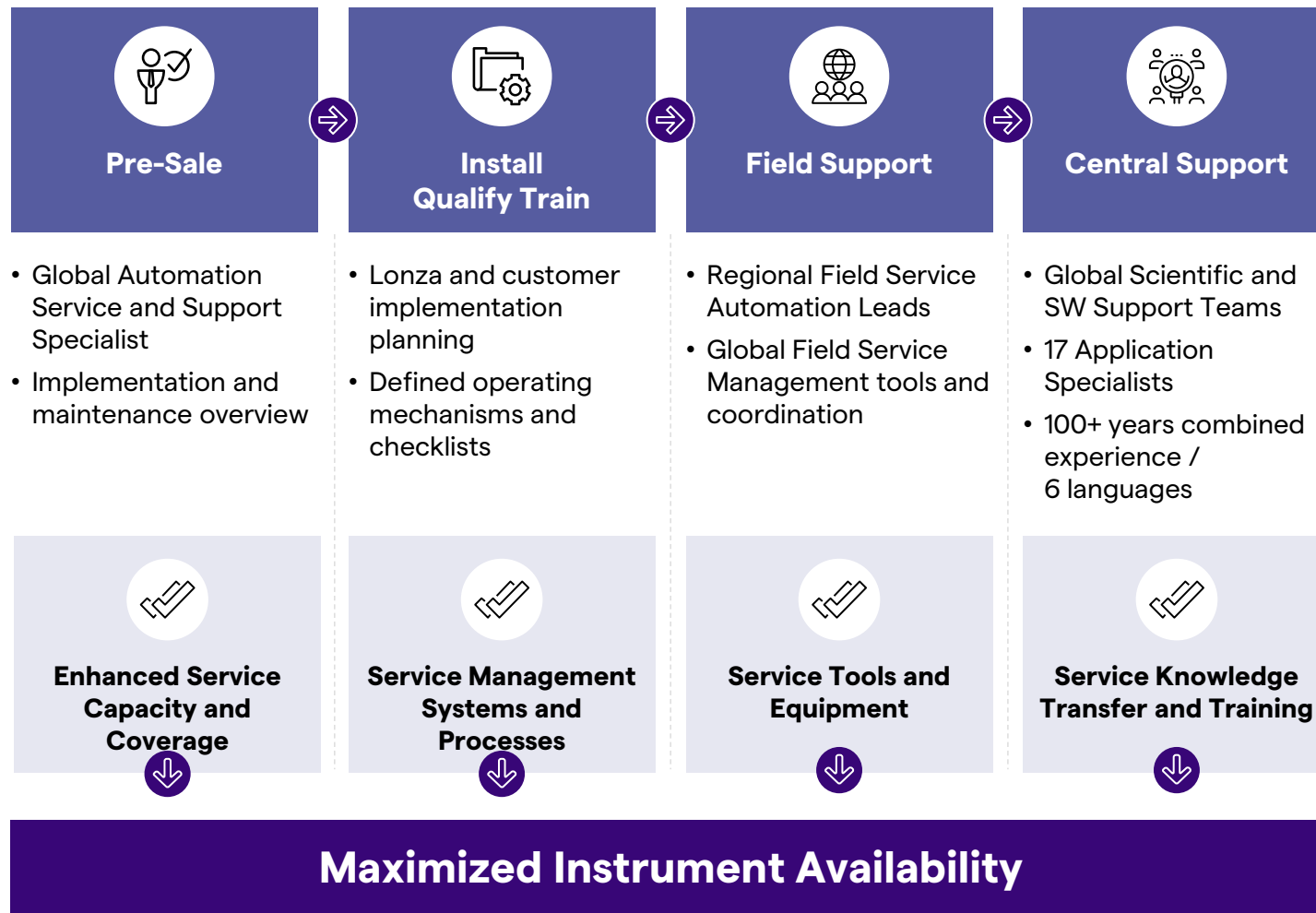




# Automation Roadmap

## Lifecycle service and support

**Lonza**



# PyroTec® Pro Solution Roadmap

All trademarks belong to Lonza, and are registered in the USA, EU and/or CH or belong to third-party owners and are used only for informational purposes. All third-party copyrights have been reproduced with permission from their owners. The information contained herein is believed to be correct, however, no warranty is made, either expressed or implied. For more details: <http://www.lonza.com/legal>.  
© 2024 Lonza. RT-PP200 01/24

January 2024

