

Oceanus

A LIMS BY ALLOWAY

Alloway's approach to laboratory information management systems (LIMS) is simple. Your LIMS should adapt to your laboratory—not the other way around. Forget complicated, expensive systems. Alloway's Oceanus LIMS is an affordable option for municipal laboratories. You receive an intuitive, adaptable, and powerful LIMS—all without sacrificing ease of use.

Alloway knows what a LIMS needs to achieve, and we know that impersonal systems are not the answer. We are so confident in Oceanus that we use it in our own facilities. Contact Alloway to explore your LIMS options. We will answer your questions and set up a free demonstration of Oceanus.

FEATURES	BENEFITS
» Internet Explorer Based	» Reliable system that does not get bogged down
» 3 standard, concurrent licenses (more available)	» The right size for your staff—with room to grow
» Different user-access levels	» Secure system
» Pre-configured by Alloway staff	» Short installation period
» Set preferred units and analytes	» Easily create, edit, and delete tests
» Samples are assigned sequential IDs with coordinating labels and bench sheets	» Track the sample throughout your laboratory
» Custom statuses update as the sample progresses from log-in to analysis to reporting	» Streamline workflow and shorten turnaround time
» Incorporates chain of custody information	» Creates an audit trail
» Produces customized queries	» Search database to quickly find what you want
» Enter data directly or use batches	» Save time
» Able to interface with instruments	» Reduce transcription errors
» Run sophisticated calculations in Oceanus or auxiliary spreadsheets	» Eliminate miscalculations
» Set up fields according to permit limitations	» Stay compliant
» Automatically flag data that exceed limits	» Pinpoint troublesome data
» Built-in quality control activities	» Defensible data output
» 5 standard reports (more available with the custom report writer add-on)	» Generate professional-looking reports in the format you need
» Exports data to compatible programs like Microsoft Excel and Operator 10	» Data flexibility and synergy with your existing programs
» Qualified training from Alloway	» Feel comfortable using your LIMS
» One year of continuous support	» Always have a resource to support you

IN A SEA OF LIMS POSSIBILITIES, ONE CHOICE IS CLEAR...OCEANUS



A LIMS BY ALLOWAY

FREQUENTLY ASKED QUESTIONS

What is a LIMS?

A Laboratory Information Management System (LIMS) is a tool that organizes samples, performs calculations, stores data, and provides other related features. A LIMS can be as simple as a paper-and-pen logbook, or as advanced as a computer database.

Why should I use a LIMS?

Improve the quality of your laboratory, minimize data entry, centralize your information, expedite data retrieval, incorporate quality control/quality assurance, reduce errors, and automate reporting.

How do I determine if my laboratory needs a LIMS?

Alloway's LIMS quiz is a good first step to determine if you need a LIMS. Take the quiz at www.alloway.com/lims-software/oceanus-lims

How do I decide what features I need in a LIMS?

Analyze your laboratory, itemize specific needs, and set realistic goals for a LIMS. You may be better off to start simple and add-on as you go. The more features you have, the longer it will take to customize your LIMS, the more expensive it will be, and the harder it will be to learn. Alloway's LIMS Quiz can pinpoint the right features for you. Take the quiz at www.alloway.com/lims-software/oceanus-lims

What are the advantages of buying a LIMS versus building our own?

There are many hidden costs of developing your own software. Unless you have a LIMS developer in-house, your employees will be spending time developing the LIMS when they could be running tests. A good LIMS is an investment in quality, and you receive the expertise of the vendor.

How do I find a qualified LIMS Vendor?

Look for vendor with many years of LIMS experience. A vendor who truly understands the demands of a laboratory will be much more helpful than an impersonal company. Investigate different price ranges. You may find that a \$10,000 LIMS is equivalent to a \$100,000 LIMS in features and benefits. Be wary of an overly customized LIMS solution. You should be able to configure the LIMS to fit your facility but endless customization can be expensive and make it difficult to service your LIMS. Look for a vendor with a long-term support plan and ask for customer referrals.

What is Alloway's background?

Alloway is a full-service environmental laboratory specializing in water, wastewater, solid and hazardous waste analyses. Over the past 25 years, we have constantly refined our data-management process. From our first "homegrown" LIMS to our current system, having a LIMS has made revolutionary improvements in our workflow and productivity. We are so confident in Oceanus that we use the commercial version in our own laboratories.

What are the advantages of Oceanus over other LIMS?

Alloway is an environmental laboratory. We understand your challenges, and we provide personalized support. Oceanus is not a mass-produced system. It is powerful but not overwhelming. Oceanus has integrated features that help you stay compliant, and it is compatible with software you already use.

How is the software licensed?

Oceanus LIMS is owned by Wavefront Software, Inc. Alloway has the rights to sell and support a municipal version of the Wavefront LIMS under the trade name Oceanus LIMS. By purchasing the software and signing a contract, you receive the rights to use Oceanus. There is an annual support fee.

Can Oceanus be accessed from multiple computers and locations?

Oceanus is stored on a network. If you have multiple facilities, you can share the same LIMS through a Virtual Private Network (VPN). Accessing the LIMS is simple and secure. Each user is assigned a unique user name and password.

What are the technical requirements of running Oceanus?

Oceanus is an Internet browser-based system. To access Oceanus on your computer, you need Microsoft Explorer 5.5 or higher.

Can I "test-drive" Oceanus before I buy it?

Alloway provides free Web-Ex demos to show you how Oceanus works. We can discuss scenarios specific to your laboratory.

What kind of training is provided?

You receive pre-configuration consultations, 2-5 days on-site installation and training, and one year of phone and e-mail support.

How can I transition from my existing LIMS to Oceanus?

As with any change, the transition from not using a LIMS or from a different LIMS can be challenging. Alloway will facilitate the transition, train your staff, and leave you feeling comfortable with your new system.

What other programs are compatible with Oceanus?

Operator-10, Microsoft Office suite, and any other software that supports copy/paste functions.

OCEANUS LIMS FREQUENTLY ASKED QUESTIONS

Will I lose my old data?

You will not lose your old data. You can either keep data in your existing system for archival purposes, or you have the option of having Alloway transfer data into Oceanus.

What kind of back-up does Oceanus offer?

A Structured Query Language (SQL) script backs up the database on a hard drive. Back-up can be scheduled for any interval. The files can then be copied to an external hard drive or stored off site.

What security features are available?

There are different user levels. You can set up the system so that not all staff can access certain functions (e.g. only managers can change data).

How many concurrent user licenses are included with Oceanus, and do I need enough licenses for everyone on my staff?

Oceanus comes with 3 standard, concurrent user licenses. Three licenses should suffice for a laboratory with up to 10 users. More licenses are available. A common mistake is overestimating the number of licenses needed. To help you find the optimal number, visualize how you will use your LIMS. Will your analysts stay logged in at all times, or will they log in only to enter samples and data? Our lab requires 5 licenses for a staff of 20 analysts. Oceanus can track your user activity, which will help you analyze your needs. You can always add more licenses, but you cannot remove existing licenses.

How will Oceanus help me stay compliant?

Your permit limits can be entered into Oceanus so that out-of-range data are automatically flagged and appropriate personnel are notified via e-mail. Also, Oceanus will keep you on schedule so you will not miss a reporting date. Your results are organized in a pre-determined format that is acceptable for your reporting agency.

Our lab runs a lot of the same types of tests. How would we best use Oceanus?

Oceanus allows you to set up templates for recurring projects. Once the tests and parameters are specified, so you can use the template as needed.

What kinds of modules are available?

You can add a report writer, a customer function, and instrument interface.

What is the advantage of the report writer?

With your purchase of Oceanus, you receive 5 standard reports. For most facilities, these 5 are sufficient. If your laboratory generates multiple types of reports, you might consider the Report Writer. This add-on allows you to build unlimited custom reports.

What is the advantage of instrument integration?

Instrument interfacing can reduce transcription errors and expedite data entry; however, instrument integration can be expensive and your equipment may not have LIMS connectivity. If you are considering replacing a piece of equipment in the near future, it does not make sense to interface it with the LIMS. Alloway can discuss this functionality with you.

Will I lose the ability to approve and change data?

No, you still have final review of all data. For added security, you can configure the system so that only select users can approve and change data.

How does Oceanus handle calculations?

In addition to standard mathematical operators (+, -, *, /) and parentheses, Oceanus also supports the following mathematical functions: "sin", "cos", "tan", "arcsin", "arccos", "arctan", "sqrt", "max", "min", "floor", "ceiling", "log", "ln", "round", "abs", "neg", and "pos".

Can I search in Oceanus?

Yes, Oceanus allows you to build unlimited queries for quick searches.

Does Oceanus allow batch data entry?

Yes, you can enter data directly or in batches.

How does Oceanus incorporate QC?

Oceanus uses Microsoft Excel to generate control charts and monitor quality-control activities.

We subcontract work. How would we use a LIMS?

You can simply log in the sample and then import the results when you receive them from the subcontract lab.

Does Oceanus ever update?

If you elect to receive continuing support, you will receive periodic updates.

BEACON

BEACON COMPONENTS

QUALITY ASSURANCE SYSTEM

- Quality Assurance Manual Template
- Standard Operating Procedures for:
 - Corrective Action
 - SOP Control
 - Documentation and Labeling of Standards & Reagents
 - Sample Tracking
 - QC Performance Requirements – General
 - Training of Lab Personnel
 - Ethical Conduct
 - QA Assignments

ANALYTICAL PROCESS SYSTEM

- Standard Operating Procedures for:
 - pH Determination
 - Solids, Total Suspended
 - BOD
 - **SIX** additional SOPs of your choice

All SOPs include appropriate forms, logs, calculators, and training necessary to maintain your quality program.

PROCESS-CONTROL SOFTWARE

- Microsoft Access®-based Advanced MDL Calculator
- Microsoft Excel®-based QC System

SERVICE AND SUPPORT

- Three full days of on-site training.
- One year of toll-free telephone and e-mail support with annual renewal option.
- Access to a resource network of other Beacon users.

When laboratory development is on the horizon, let Beacon be your guiding light. Beacon is a complete laboratory and analyst development program by Alloway.



CONTACT ALLOWAY FOR A QUOTE

800-436-1243 • www.alloway.com



Alloway
Your Resource for Defensible Data



FREQUENTLY ASKED QUESTIONS

WHAT IS BEACON?

Beacon is a foundational system for municipal laboratory development that integrates quality assurance, analytical processes, process-control software, and service and support into one concise package. Beacon includes documents, software, worksheets, and training, so you can successfully develop your quality system and generate defensible data. In addition, you join a resource network of other Beacon users, allowing you to share questions and concerns with other municipalities. Beacon is the ultimate municipal laboratory package.

WHY WAS BEACON DEVELOPED?

Many state regulatory agencies have begun to require that laboratories reporting data for environmental monitoring be accredited. Preparing for accreditation can be daunting when added to the rigors of day-to-day operations. Laboratory procedures are becoming more sophisticated with the advent of better technology, and assistance is needed to stay current. The bar has been raised for data **and** for analysts. It is no longer acceptable to train an individual to repeat steps in a test robotically without understanding data objectives. Laboratory professionals need to be able to produce defensible data that can withstand ever-increasing legal review. That's where Beacon can help. Alloway has parlayed its 25 years of experience into a viable solution for today's environmental laboratory.

WILL MY LABORATORY NEED ACCREDITATION?

It depends on your state. Accreditation is a national trend that is gaining momentum. Several states are requiring accreditation and many more are auditing laboratories for compliance to national standards. Regulators and legal professionals scrutinize data for inconsistencies and weaknesses during litigation. Data that falls short will be highly publicized. Furthermore, data generated by laboratories are used by states to assign discharge limits, levy fines, evaluate water criteria, and set future water-quality goals. In other words: the status of accreditation requirements in your state **will not** prevent the critical review of your data.

HOW WILL BEACON HELP ME OBTAIN ACCREDITATION?

Beacon cannot guarantee that your laboratory will receive accreditation, but it will put your lab on the right track. Beacon was designed to follow national and state-recognized program requirements. Beacon contains the tools and training you will need, but you must commit to using these tools and responding to updates in order to obtain accreditation.

CAN I OBTAIN ACCREDITATION WITHOUT BEACON?

Yes, you can do all the work to obtain accreditation – provided you have the necessary time and resources. Not leaving enough time to implement a sound program before your next audit may compromise your ability to generate defensible data. Most accreditation programs specify goals to be attained, not processes to achieve goals. Beacon is a turnkey approach that can make the difference between attempting accreditation and becoming accredited.

CAN I DEVELOP THE TOOLS IN BEACON ON MY OWN?

Yes, you can develop your own tools. You will need to review the standards and develop an integrated quality system. The system will need to address document control, measurement traceability, method compliance, responses to out-of-control quality control, corrective actions, writing of method manuals, determination of detection limits, method validation, and more. But why reinvent the wheel? Beacon has been tested and proven successful.

HOW MUCH TIME WOULD IT TAKE ME TO DEVELOP THE TOOLS IN BEACON?

Beacon has been developed over a period of several years. Standard Operating Procedures (SOPs) must be written for each analytical test and for all other laboratory activities that impact laboratory operations or data quality. All of this must be done in context of an overarching quality system. Without a trained quality-assurance professional at the helm, developing a program similar to Beacon would be a vast undertaking.

FREQUENTLY ASKED QUESTIONS

IS IT REALISTIC TO EXPECT PLANT OPERATORS TO DEVELOP THEIR OWN SYSTEM?

Operators are focused on performing tasks to meet immediate needs. A quality assurance system requires a great deal of time to prepare and implement. The training and experiences of plant operators are not good preparation for developing a quality system.

ARE THERE ALTERNATIVES TO BEACON?

Yes and no. There are always different ways to resolve a problem. Beacon is the most complete option for municipal laboratory development. You could purchase templates for manuals or procedures, but these templates will leave you with extensive work to do on your own, and they may not be part of a complete system. Consultants are available to design a custom package, but a consultant will come at a premium cost far greater than the price of Beacon. Only Beacon provides a fully integrated system and in-depth training for a flat fee. Beacon is simply the best value for your money and the best use of your time.

DOES A STATE AGENCY ENDORSE BEACON?

State agencies have **not** endorsed Beacon or any similar products or services. However, Beacon has been introduced to regulatory personnel in various states so they can be familiar with our product and goals. It is our responsibility to keep abreast of state and federal requirements. We listen to public comments, read published guidelines, and respond with changes. This program was introduced in Pennsylvania when it was undergoing statewide accreditation. All the municipalities that purchased this program passed their audits on the first try.

WHY NOT SEND ALL MY SAMPLES TO ANOTHER LABORATORY?

There is always a risk associated with accepting results from outside laboratories. Data generated by your laboratory are vital to the operation of your facility. Outsourcing samples can lead to delays, which can, in turn, delay plant operations. These delays can impact water quality, which may lead to permit violations. If your facility has the resources to do its testing in-house, it should. Beacon can help produce quality data and eliminate the headache of outsourcing samples.

HOW WILL BEACON ADAPT TO CHANGES IN REGULATIONS?

It is our responsibility to keep Beacon current during your training period. When you purchase Beacon you can be assured that it has been designed to meet current expectations for compliance with regulatory standards. You receive one year of service and support, during which we will keep you informed about regulatory updates and changes. After one year, you will have the option to renew your contract for a support fee. Doing so will ensure that you stay up-to-date on regulatory changes and standards.

WHY NOT WAIT UNTIL I HAVE AN ORDER FROM THE REGULATOR TO DO SOMETHING?

When an audit arises it is better to have been proactive than it is to be reactive. You will not have enough time to overhaul your laboratory to meet the rigors of an audit. Even if changes are implemented, they will not correct data that have already been generated improperly. Intentions will be of no value if data-quality problems are found.

CAN I BUY ONLY CERTAIN COMPONENTS OF BEACON?

Yes, components of Beacon can be purchased individually on our Web site: www.alloway.com

This is an option for facilities with access to individual(s) who may be able to develop their own quality system. Before selecting this option, be sure you can commit to completing the project. Once you have selected certain components, you will be expected to complete the project on your own.

HOW DOES THE COST OF BEACON COMPARE TO OTHER EXPENSES AT A TREATMENT PLANT?

The cost of Beacon is a function of the time expended on its development. Beacon's cost is less than the price of a good refrigerated auto sampler. While equipment will depreciate and need to be replaced, Beacon is designed to adapt to changes and remain viable for years to come. Beacon will also serve as a tool for training new personnel and as a model for system design throughout the plant. Some facilities have even found that Beacon has led to efficiencies of scale, as unnecessary activities have been eliminated.

If your laboratory is looking for a solution to accreditation preparation, or you simply want to be a better laboratory, Beacon can be your guiding light. Beacon is a turnkey approach that will revitalize your laboratory. You owe it to the people who depend on your data to see how Beacon can guide your laboratory to excellence.



Beacon was developed by Alloway, a trusted environmental laboratory with more than 25 years' experience. We know how to prepare your laboratory for accreditation, and we care about doing it right.

We invite you to learn more about Beacon. Please visit our Web site or contact us directly.

800-436-1243

www.alloway.com

support@alloway.com



BEACON
Guiding Your Laboratory to Excellence

BEACON COMPONENTS

THE BAR HAS BEEN RAISED FOR DATA AND FOR ANALYSTS

Is your laboratory up to the challenge?

Several states have mandated accreditation—and others are expected to follow suit—yet many laboratories are not prepared to meet accreditation standards. Laboratories are expected to have an established quality system, controlled documents and procedures, and defensible data output. Without help, laboratory development can be daunting. Laboratories can get on the right track, but they do not have to do the work alone:

Beacon can illuminate the path to excellence.

Alloway's Beacon addresses the core issues of laboratory development. Beacon provides the documents, forms, software, and training necessary for laboratories to pass audits and regulatory visits, and generate defensible data. **Beacon includes four integrated components: Quality Assurance System, Analytical Process System, Process-Control Software, and Service and Support.** Beacon functions as a total laboratory solution, enabling laboratories to meet the challenges of accreditation and move forward with greater confidence in their operations.

QUALITY ASSURANCE SYSTEM

Beacon's Quality Assurance Manual and corresponding Standard Operating Procedures (SOPs) outline everything a laboratory needs for a quality system: corrective action, sample tracking, document control, and training. Beacon's Quality Assurance System meets regulatory expectations and establishes a foundation for laboratory development.

ANALYTICAL PROCESS SYSTEM

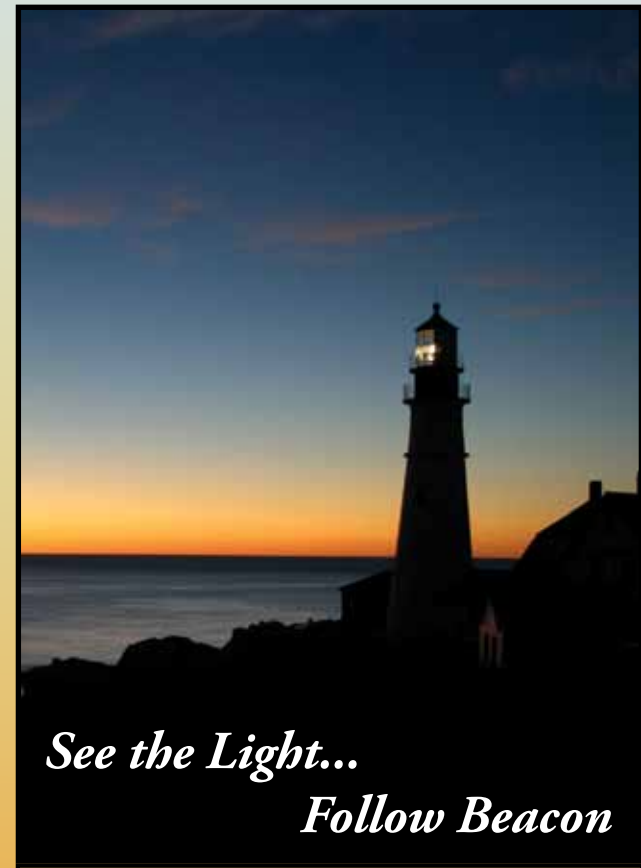
Beacon's Analytical Process System standardizes sample handling, analysis, documenting, evaluating, and reporting. Beacon includes customizable SOPs that present the entire analytical process. These SOPs are accompanied by forms, logs, calculators, and software that streamline data collection. With Beacon's expert guidance, a laboratory will generate accurate and defensible results for every test, every time.

PROCESS-CONTROL SOFTWARE

Process control includes the supporting activities that ensure the analytical process is in control. Beacon process-control software reduces the tedium of handling, graphing, and evaluating data, ultimately improving the defensibility of test results. Beacon includes two process-control software products: Microsoft Access®-based Advanced Method Detection Limit Calculator and Microsoft Excel®-based Quality Control System.

SERVICE & SUPPORT

Beacon provides qualified support when a laboratory needs it most. The Beacon Support Staff is comprised of experienced laboratory analysts and quality-assurance experts. A laboratory receives two consecutive days of on-site training, one year of toll-free telephone and e-mail support, and access to a resource network of other Beacon users.



See the Light...

Follow Beacon

- Beacon is a complete package.
- Even if accreditation is not mandatory in your state, your data must be right.
- Beacon is designed to comply with national and state regulation programs.
- When an audit arises, it is better to have been proactive than to be reactive.
- Beacon is fully customizable.
- Beacon is a model system that will serve your laboratory for years to come.



ENVIRONMENTAL SAMPLING AND ANALYSIS

WASTEWATER & SOLID/HAZARDOUS WASTE

Alloway is a full-service environmental laboratory.

- ◇ Our customers know they can count on data we provide.
- ◇ We have a proven track record for analytical performance.
- ◇ We follow strict standards and protocols.
- ◇ We keep your data confidential.
- ◇ We meet our obligations and promise only what we can deliver.
- ◇ In emergency situations, your deadline is our deadline.
- ◇ Our facilities and staff are accredited, certified, and approved by various programs.
- ◇ We know the standards and uphold them to generate defensible data for your success and for the well being of our mutual customer—the public.

SCOPE OF SERVICES

Wastewater Analysis

- NPDES Permit Requirement Analysis
- Priority Pollutants
- Bioassay and Toxicity Studies
- Inorganic and Organic Characterization
- 503 Sludge Analysis
- Low-Level Mercury Analysis

Solid/Hazardous Waste Analysis

- RCRA Permit Requirement Analysis
- Toxicity Characteristic Leaching Procedure (TCLP)
- Flashpoint / Ignitability
- Reactivity
- Corrosivity
- PCBs
- Inorganic and Organic Characterization

ANALYTICAL CAPABILITIES

Biomonitoring/Bioassay

- NPDES Monitoring (C. dubia, P. promelas)
- Toxicity Reduction Evaluation Studies
- Toxicity Identification Evaluations

Organic Characterizations

- Gas Chromatography
- Gas Chromatography/Mass Spectroscopy
- Total Organic Carbon
- Total Organic Halogens

Inorganic Characterizations

- Heavy Metals (ICP, FAA, GFAA, IC/HPLC)
- Low-Level Mercury Analysis
- Spectrophotometric and Specific Ion Determinations
- Gravimetric and General Chemistry Measurements

FIELD & ENVIRONMENTAL SAMPLING

- NPDES Sampling
- Grab and 24-Hour Composite Sampling
- Priority Pollutant Sampling
- Flow Monitoring
- Solid/Hazardous Waste Sampling
- River and Stream Monitoring
- Low-Level Mercury Sampling
- Method 9 Visual Emissions Observations
- Ground Water Sampling
- Routine Sample Pick-Up Service

"I just wanted to let you know how great it has been working with your staff at the various labs over the past several months...they could not have been more helpful. I have had to call with very little advance notice for sample bottles and sample pick-up, and they have come through for me each time. I know sometimes you only hear from the customer when something goes wrong, but I think it's also important to let you know when things are going right. And I could not be more pleased!"

*Dawn M. Coleman, Geologist III
Bowser-Morner, Inc.*



ENVIRONMENTAL SAMPLING AND ANALYSIS

DRINKING WATER

Alloway is a full-service environmental laboratory.

- ◇ Our customers know they can count on data we provide.
- ◇ We have a proven track record for analytical performance.
- ◇ We follow strict standards and protocols.
- ◇ We keep your data confidential.
- ◇ We meet our obligations and promise only what we can deliver.
- ◇ In emergency situations, your deadline is our deadline.
- ◇ Our facilities and staff are accredited, certified, and approved by various programs.
- ◇ We know the standards and uphold them to generate defensible data for your success and for the well being of our mutual customer—the public.

SCOPE OF SERVICES

- SDWA Analysis
- Bacteriological Analysis
- Chemical Analysis

ANALYTICAL CAPABILITIES

Disinfectant By-Products

- Bromate
- Bromide
- Chlorate
- Chlorite
- Formation Potentials
- Trihalomethanes (THMs)
- Haloacetic Acids (HAA5)

Microbiological Analysis

- E. coli-Colilert-MMO/MUG
- LT2 E. coli
- E. coli by Quanti-Tray (9223 B)
- Total Coliform-Colilert-MMO/ MUG

Organic Analysis

- Volatiles
- Microextractables
- Pesticides
- Herbicides
- Semivolatiles
- Carbamates
- Glyphosate
- Endothall
- Diquat
- UCMR2 – List 1
- UCMR2 – List 2

Inorganic and Metals Analysis

- Low-Level Hexavalent Chromium (218.6)
- IOC Parameters
- Cyanide
- Nitrate/Nitrite, Nitrite
- Lead and Copper
- Perchlorate
- Sulfate

ACCREDITATIONS

State Certifications

AR, DE, HI, IN, KY, LA, MD, MS, NY, OH, PA, TN, WV

National Certifications

- NELAP
- U.S. Coast Guard

FIELD & ENVIRONMENTAL SAMPLING

- Online Bottle Ordering
- Monthly Bottle Shipping Program
- Routine Sample Pick-Up and Collection Service

"We rely on Alloway for all our 'outside laboratory' MCL Monitoring. The sample bottles are delivered ready for sampling. The courier service is reliable and on schedule. Analyses results are received from the Alloway staff promptly, which enables us to complete our EPA Monthly Operating Reports ahead of schedule. Alloway electronically submits results to the Ohio EPA. The Alloway staff is knowledgeable and determined to provide customer service whatever the need."

*Ron Fausl, Water Treatment Plant Chief
Fostoria (Ohio) Water Treatment Plant*



MAXIMUM ADVANTAGE SOFTWARE SOLUTIONS

Alloway's Maximum Advantage Software Solutions meet the challenges of laboratory operations and guide your analysts through the maze of regulatory compliance. Save time and money with these proven software solutions. Each of these products makes laboratory work more efficient and more accurate—and they're all backed by Alloway's superior technical support.

SOFTWARE SOLUTIONS

Maximum Advantage Quality Control Software

Take control of your quality control data with Maximum Advantage Quality Control Software (MAQCS). MAQCS tracks quality control data, generates control charts, and much more. MAQCS confirms that your blanks, spikes, duplicates, laboratory control standards, and continuous calibration verifications are within control limits. This flexible system can be adapted for environmental, commercial, municipal, or industrial laboratories. A basic Microsoft Excel® version is available for smaller laboratories.

- Microsoft Access® based
- Tracks 20 activities concurrently
- Flags out-of-control data
- Add any number of analytes to the system

Maximum Advantage Reagent Traceability Software

Maximum Advantage Reagent Traceability Software (MARTS) is a high-performance database for tracking purchased reagents and solutions prepared in your laboratory. MARTS maintains a list of all the chemicals in your facility, tracks location and quantity of reagents, monitors expiration dates, generates reports listing chemicals close to expiration date, and quickly accesses Material Safety Data Sheets (MSDS). MARTS combines ease of use with powerful features for editing, searching, and retrieving information.

- Microsoft Access® based
- Calculates expiration dates
- Produces several management reports for tracking in-house reagents and solutions
- Eliminates the need for numerous paper logbooks.


Maximum Advantage MDL Software

Method Detection Limit (MDL) calculation and management is made easy with the Maximum Advantage Method Detection Limit Software (MAMDLS). MAMDLS is a high-performance database that calculates MDLs and quickly generates several useful reports. MAMDLS tracks MDLs in your laboratory and maintains a list of MDLs that are expired, that will expire within the month, and that are invalid due to unfulfilled EPA criteria. A basic Microsoft Excel® version is available for smaller laboratories.

- Microsoft Access® based
- Automatically calculates and verifies MDLs and PQLs
- Alerts you when MDLs when expire or are invalid
- Produces several management reports for tracking MDLs

Maximum Advantage Standard Operating Procedures

Alloway develops SOPs that follow NELAP and GLP Guidelines. SOPs are only useful if they are customized to meet your operation's needs, and if they incorporate the necessary forms to assist you with document control. Alloway provides customized SOPs and superior support. With your purchase, you receive interactive Web-Ex training and toll-free phone support. Your purchase also includes any necessary lab worksheets, built-in calculators, data-handling software, and document-control forms. Choose from Quality Assurance, Analytical Process or Custom-Designed SOPs.



"Products and services from Alloway have provided us complete confidence in responding to any audits. As a result of Alloway's assistance, we now have a manageable quality system. Also, their software has been exceptional for tracking and graphing QC data. Alloway has been a great partner with very affordable prices. They really care about our lab's success."

*David Beach, Assistant Superintendent
Findlay (Ohio) Water Pollution Control Center*

www.alloway.com

800-436-1243 • support@alloway.com



STAFF TRAINING

Alloway's strategic training solutions will prepare your laboratory staff to achieve compliance and generate defensible data. We offer training on a range of topics—from analytical procedures to quality control. Regular training sessions are scheduled throughout the year, or we can develop customized programs to meet your needs. Let Alloway put our experience to work for you.

TRAINING OPTIONS

Seminars

Alloway's seminars and workshops are applicable for a range of disciplines. Presentations are based on up-to-date methods and regulations. These courses are taught by guest presenters and Alloway's knowledgeable staff. Alloway is an approved contact-hour provider. Topics include quality control/quality assurance, environmental sampling and analysis, using Microsoft® Excel, general chemistry, microbiology, and laboratory techniques. Visit www.alloway.com/lab-development-training/seminars for a list of currently scheduled seminars.

Customized On-Site Courses

Make the most of your time and money with customized on-site training courses tailored for your needs. We bring the instructors and the materials; you provide the students. Planning a workshop or event? Alloway can be a guest speaker or host seminars on behalf of your laboratory organization. Alloway can present an existing course or design customized presentations on a number of topics, including:

- o Chemistry
- o Biology
- o Microbiology
- o Instrumentation
- o Quality Control and Quality Assurance

Online Training Courses

Training expertise at your fingertips. Alloway's online training courses are a practical option for brushing up on a technique or advancing your knowledge. Depending on your state, you may receive water or wastewater contact hours for participating. These courses incorporate video clips, photographs, EPA reference materials, and telephone support. All you need is an Internet connection. Visit www.alloway.com/lab-development-training/staff-training for a complete list of training courses available.

Training DVDs

These self-paced courses cover laboratory procedures and instrumentation for beginners and advanced students.

- Receive up-to-date training in a user-friendly format
- Participate and review lessons at your convenience
- Low-cost, reusable training tool
- Courses incorporate video clips, photographs, EPA reference materials, and telephone support
- Purchase individual DVDs or the full set
- Videos Available:
 - o Chemicals, Reagents and Supplies
 - o Data Handling
 - o Laboratory Equipment
 - o Proper Procedures for Cleaning Laboratory Glassware
 - o Quality Assurance
 - o Sampling
 - o Use of Laboratory Measuring Devices–Glassware

For a complete list of available courses and training options, request a copy of the Alloway Course Catalog.

"Alloway has proven to be the most knowledgeable resource for both consulting and training. There is nowhere else to go for rock-solid guidance and direction like Alloway provides. Confidence soars when you have good information and training. Thanks to all at Alloway!"

*C.D. Prescott, Senior Chemist
Memphis Valero Refinery*



INDUSTRIAL LABORATORY STAFFING

You set the staffing standard—we meet it.

Alloway's industrial laboratory staffing services can support your company's in-house laboratory needs. Whether you're seeking occasional laboratory support or a full-time staff, we can tailor a cost-effective solution to fit your company. Put your laboratory in our capable hands and focus on what you do best.

CAPABILITIES

Alloway has more than 25 years of experience operating our laboratories. Our people know how to adapt to meet the challenge at hand. Quality control, method development, routine testing, advanced instrumental analysis—you name it, we can handle it. Our laboratory services support your industry's production goals. If your company requires a specialized test or capability, we will meet your needs.

Our laboratory staffing experience includes:

- Quality Control
- Nondestructive Testing
- Metallurgical Analysis
- Mechanical Process Analysis
- Metal-Working Fluids Testing
- Wastewater Treatment

ADVANTAGES

- Keep your laboratory in-house by partnering with a company you trust.
- Alleviate staffing and scheduling worries because we work on your schedule.
- Work with highly trained professionals who adapt to your workflow and maintain your standards.
- Leverage your resources and save money, time, and energy.
- Receive fast, reliable results that allow you to focus on your core business.
- Mitigate risk by choosing a staffing company that makes proactive risk-management choices. Alloway carries general liability, professional liability, and umbrella liability insurance.
- Support your community by working with a local business.

Staffing services are available throughout Ohio.

Contact Alloway to learn more about our Industrial Laboratory Staffing options.



COMMERCIAL LABORATORY SUPPORT

Alloway provides analytical support to non-competing environmental laboratories and technical support to laboratories of all disciplines. We understand your challenges because we face them too. We offer analytical support, software solutions, and laboratory development and training. Qualified guidance and advice—from one laboratory to another.

SCOPE OF SERVICES

Analytical Support

When your commercial laboratory needs the help of another laboratory, why send subcontract work to a competitor? Alloway is a non-competing, full-service laboratory with a proven track record for defensible data.

We realize that turnaround time is crucial to your operations and your customers' timetables. We know that your success depends on our quick turnaround, and we will not let you down.

- Standard turnaround time for our commercial laboratory partners is five business days.
- We can fax or e-mail data as you prefer, enabling you to meet your customers' expectations for timely delivery of data.
- Our pricing is competitive. Sending out selected work does not have to be a last resort or a losing proposition. It can be a cost-effective strategy.

Maximum Advantage Software Solutions

Alloway's software solutions are ideal for commercial laboratories. These software packages were designed for analysts, by analysts.

Alloway offers the following software solutions:

- Laboratory Information Management System (LIMS)
- Method Detection Limit Software (basic or advanced)
- Quality Control Software (basic or advanced)
- Reagent Traceability Software
- Standard Operating Procedures (SOPs)

Laboratory Development & Training

Specialized training can improve the learning curve at your facility. Well-trained analysts save you time and money. Whether you're implementing a new analytical test, preparing for an audit, or interested in specialized training, Alloway can help.

We offer several training options to meet your needs:

- Customized laboratory development
- Seminars and workshops
- On-site courses
- Affordable training DVDs
- Interactive web-based sessions
- Online training courses

"We want to thank Alloway for helping us not only as a laboratory source for analysis, but also as an invaluable resource for training our employees on quality assurance issues via training seminars. We consider Alloway an excellent laboratory and partner in helping us achieve our goals."

*David A. Barrett, Co-Owner
Mahaffey Laboratory LTD, Grampian, PA*