

# [ROI]

REASSURANCE ON INVESTMENT

ANALYTICAL STANDARDS  
AND REAGENTS



Waters

THE SCIENCE OF WHAT'S POSSIBLE.™

Maximize your ROI,  
[Reassurance on Investment],

by integrating Waters Analytical Standards and Reagents  
into your laboratory. Experience a level of process  
management and control like never before.



PRODUCTIVITY

FUTURE GROWTH

GLOBALIZATION

COMPLIANCE

Waters, the industry leader in liquid chromatography and mass spectrometry, understands that standards and reagents are a vital component for achieving optimal performance and compliance using analytical instrumentation. The technical as well as regulatory requirements for preparation, documentation and testing of analytical standards and reagents are becoming increasingly complex and time consuming.

To address this critical need, Waters is introducing a new business focused entirely on manufacturing and certifying standards and reagents for your analytical laboratory. This new business improves Waters ability to provide you true end-to-end solutions that enhance your **productivity**, stimulate your business' **future growth**, support **globalization** and strengthen your **compliance**.

# Enhance Your **PRODUCTIVITY**

Organizations are more productive when employees focus on crucial objectives. It is a fact that 90 percent of scientists performing LC or LC/MS analyses spend time every day mixing and formulating standards, buffers and reagents for their analysis. Waters Analytical Standards and Reagents is a powerful new resource that is positioned to give you that time back, and improve your [ROI].

## **Skilled Scientists**

Skilled scientists are under pressure to solve problems and complete their tasks in less time with less training. Partnering with Waters Analytical Standards and Reagents means you can free up hundreds of hours each year to allow your analytical scientists to be focused and more productive.

## **Error Free Work**

Analytical chemistry begins with properly manufactured standards and reagents. One mistake means countless hours determining the source of the error and then documenting the impact. Waters Analytical Standards and Reagent is focused on the precise formulation, rigorous testing, and certification of standards and reagents, which will keep your analytical work error free. Integrating certified products made by Waters into your process means less re-work, and improved data acceptance.

## **Documentation**

Auditors demand thorough documentation when you prepare your own standards and reagents. This is part of our core competency. We deliver complete, compliant, and accurate documentation with each product. Reduce time spent documenting and facing auditors by leaving the documentation to us.

**Waters Analytical Standards and Reagents will allow  
you to generate better, faster, more accurate results,  
while saving you time and money.**

## Stimulate Your **FUTURE GROWTH**

In every analytical laboratory, you need to keep processes robust and simple to support growth and change. Our products are built to support that concept. Using Waters Analytical Standards and Reagents frees companies to grow and change as fast as possible, while relying on us to provide the same certified product consistency year after year. Use your time to focus on new products and growth, and allow Waters to provide analytical reliability.

### **Reliability**

Successfully growing companies recognize that once you have a great product and process, you need to move on and discover the next. However you cannot falter on any of the analytical processes you use every day that support your existing business. By utilizing Waters prepared standards and reagents the analytical process becomes more reliable and robust.

### **Technology**

Waters has always been at the forefront of science, developing product lines based on new technologies. As we continue to drive technology advancements for the future, Waters Analytical Standards and Reagents will expand to offer solutions aligned with these new advancements. We plan to support your need to change.



# Support Your **GLOBALIZATION**

As businesses try to create measurable competitive differentiation, globalization and expanding your global supply chain provides a real competitive advantage. Adopting this business model has inherent risks including poor standardization and quality. Waters Analytical Standards and Reagents is a new resource reassuring businesses that their supply chain can be standardized and provide comparable quality.

## **Standardization**

Providing the exact same calibrators, controls and check standards to every laboratory throughout the globe allows you to monitor analytical processes in a simple, standard and quantitative way. This occurs by tracing every measurement to a single source. When companies purchase materials from Waters, they are immediately improving their ability to standardize supply chains.

## **Quality**

Monitoring instrument and analytical data quality remotely by incorporating ready to use standards and reagents is now a possibility. By eliminating variability created when every location independently prepares their materials, companies can better monitor, manage and control global suppliers.



**Waters new business focuses entirely on qualification,  
precise formulation and certification of analytical  
standards and reagents.**

## Strengthen Your COMPLIANCE

It is becoming commonplace that global demands require work be performed to international recognized standards. Additionally, there is an increase in oversight and accreditation to these international standards. Waters Analytical Standards and Reagents make compliance simple and unambiguous. It also means that we become your standards and reagents compliance expert - included in the price of our products.

### Laboratory Accreditation

Keeping up with laboratory accreditation requirements and audit practices is challenging for all organizations. Our products are manufactured to make that portion of laboratory accreditation and audits as easy as possible. Simply put, our products are challenged by auditors here at our plant, so they won't be at yours.

### Product Traceability

All Waters Analytical Standards and Reagents are manufactured, traceable, and reproducible to exacting specifications accompanied by the highest level of accreditation and documentation. Only documented traceable products should be used in your laboratories, and ours are traceable, precisely formulated, prepared and tested by analytical chemists for analytical chemists.

### Manufacturing to a new level

Waters has opened a brand new manufacturing facility designed to meet the stringent requirements that are expected in the manufacture and release of products associated with this business. Our facility is custom built for compliance, and fully accredited to ISO and GLP standards.

## Analytical Standards and Reagents Accreditation

ISO 9001:2008 Registration

ISO/IEC 17025:2005 General Requirements for the Competence of Testing and Calibration Laboratories

ISO Guide 34:2009 General Requirements for the Competence of Reference Material Producers

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**Taiwan** 886 2 2501 9928

**United Kingdom** 44 208 238 6100

**All other countries:**

**Waters Corporation U.S.A.**

1 508 478 2000

1 800 252 4752

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# Waters

THE SCIENCE OF WHAT'S POSSIBLE.™



The quality management system of Waters' manufacturing facilities in Taunton, Massachusetts and Wexford, Ireland complies with the International Standard ISO 9001 Quality Management and Quality Assurance Standards. Waters' quality management system is periodically audited by the registering body to ensure compliance.

Waters, The Science of What's Possible, and Precise Formulation. Absolute Traceability.

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