

APFAN PT-2 Workshop

Food Analysis Workshop: Proficiency Testing and Reference Materials Development

Agilent Technologies

Premier Laboratory Partner
for a Better World

Maneenart Ratanathikom
Thailand Country GM & Sales Manager

A Brief History of Agilent

1939–1998:	The Hewlett-Packard years 60-year heritage of leadership and innovation	
1999:	Agilent is born Biggest IPO in Silicon Valley: \$2.1 billion	
2005:	Agilent refines scope Focus on measurement	
2006–2010:	Transformation Acquisitions, divestitures and restructuring	
2013:	World's premier measurement company \$6.8 billion revenue	
2013:	Agilent announces spinoff of Electronic Measurement Agilent to focus on Life Sciences, Diagnostics and Applied Chemical markets	
2014:	Agilent spins off Keysight Technologies The spinoff is final Nov. 1, 2014, through a tax-free distribution of Keysight common stock	

Agilent Technologies Company Profile March 2015 2

The New Agilent Premier Laboratory Partner for a Better World

OUR FOCUS | life sciences, diagnostics and applied chemical markets

OUR CUSTOMERS | analytical and diagnostics laboratories around the world

OUR PASSION | helping customers solve real-world problems



We provide **complete workflow solutions** – custom packages of equipment, software, services, informatics, consumables, and most of all, knowledgeable people who partner with customers to achieve their goals.

Highlights of Our Solutions in Action Inspiring Discoveries for a Better World

PHARMA

We help customers speed drug discovery, development and manufacturing.



RESEARCH

Our analytic products support every step of multi-omics integrated biology research.



DIAGNOSTICS

Our products enable pathology labs to meet accreditation demands and reach accurate diagnoses faster.



FOOD

We help safeguard the global food chain with solutions for food safety, quality and authenticity.



ENVIRONMENTAL & FORENSICS

We provide environmental labs with the tools to test water, air and soil.



CHEMICAL & ENERGY

From crude oil, natural gas and refining to specialty chemicals and alternative fuels, we help customers meet quality, safety, regulatory and environmental standards.



Agilent Serves the Entire Analytical Lab

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Extensive Analytical Portfolio

Agilent Serves the Entire Analytical Lab

Gas Phase Products

Liquid Phase Products

Atomic Spectroscopy Products

Molecular Spectroscopy Products

430 MicroGC

Mobile GCMS

Mini Thermal Desorber

Mobile 1220 LC

Handheld FTIR

Portable FTIR

Mobile Measurement Products

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Our New Offering Fy 2019

LSAG

Spectroscopy / Carey3500 / 8700 LDR
GC: 8860 / 8890
LC-MS: iQ
6595 LC-QQ / 6546 Q-TOF

DGG

Magnis / 4150 Tape Station /
PDL-1 on Omnis

ACG

CrossLab Connect
Consumables portfolio expansion
Subscriptions, Smart Alerts,
Flexible Spends

Proven Application Notes and Consultancy

19th - 21st June 2019, Bangkok, THAILAND



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Application Kits for LC-MS



The GC based Analyzers (GC - GCMS & MSMS)

Pesticides & Env. Pollutants GC/MS/MS Analyzer



Example: Pesticides GC/MS Analyzer

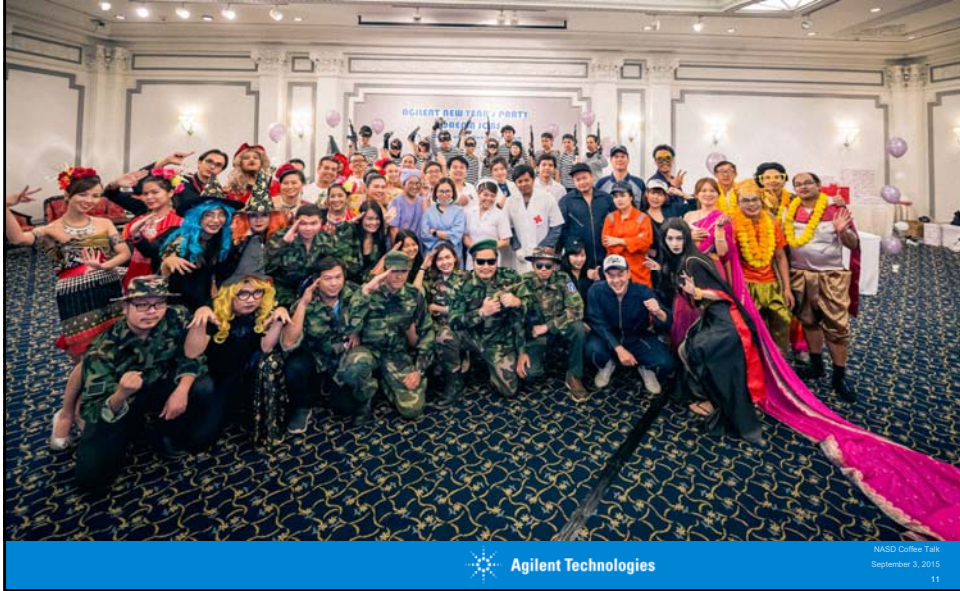
Factory	<ul style="list-style-type: none"> ✓ All checkout on the instrument as ordered by the customer ✓ Instrument setup and leak tested ✓ Application appropriate column, liner and septa installed ✓ Retention time locked based on customer instrument ✓ Capillary flow device setup based on application ✓ DRS, AMDIS database setup according to application ✓ Factory run checkout method using application standard mix ✓ Signal/Noise check
Delivery	<ul style="list-style-type: none"> ✓ Quick start guide to run the checkout method ✓ All method and data files on DVD for easy out of the box operation ✓ Advanced features video tools ✓ Consumables included, no separate ordering required ✓ Trial SPE QuEChERS kit ✓ Easy consumables re-ordering information
Installation	<ul style="list-style-type: none"> • Focus is on the startup of the application • Duplicate factory checkout with standard mix on site • Review video tutorials on how to use advanced features



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THANK YOU



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