



***More resources to better research?
Access to a wider range of state-of-the-art technologies?
Financial savings?***

That is what Research Institution's can gain from successful outsourcing of genomic analyses.

For many years AROS has been the outsourcing partner of choice for many of the large international pharmaceutical companies, and many of Europe's leading research institutions. In addition to building strong competences in high quality genomic analysis, it has given us a unique expertise in structuring outsourcing of genomic analysis and implementation hereof.

Based on our experience, we offer to assist you in outsourcing your genomic facilities in an efficient and smooth manner that would enable you to maximize the benefits right away:

1. Focus internal resources on your core objectives.

Outsourcing of genomic analysis will enable you to keep focus on the scientific work including study design, analysis of the data, publications etc. As an example, instead of using substantial resources operating a NGS facility, with constantly changing protocol, demanding it setup etc., resources might be better used analyzing data provided by a service provider. Often a body of validation work has to be done after analyzing NGS data, and securing resources for this may be more efficient for your organization.

2. Improved efficiency - timeliness and quality.

10-15 years ago getting the technology to work in the right way was an integral part of genomic based research. In the meantime genomic analysis has matured with increased standardization of reagents and instrumentation, well documented and validated protocols, clear expectations and predictabilities, commonly accepted quality criteria, shelfware software tools for bioinformatics etc. The analytic "building bricks" in genomic

We will help you designing and implementing your outsourcing setup to ensure that it will meet your objectives. Our process includes:

1. Clarification of tasks to be outsourced and concrete objectives, incl. specific service level measurements.
2. Definition of what to outsource and what to maintain in-house using existing competences etc.
3. Preparation and training of your personnel, incl. development of specific workflows and processes.
4. A thorough and clear agreement with service levels and measurable Key Performance indicators, quality controls, ongoing project management/follow-up etc..
5. Attractive pricing schemes tailored to your volumes and needs.

analysis are now so well-defined that even studies that are not routine can be clearly described in terms of required methodology, the requested outcome etc. A fixed deadline can be applied, and the customer can keep an external service provider accountable for data results and timeliness, with no backlogs to slow down the scientific work.

3. Access to worldclass competences and a wider range of technologies.

Just within the last 12 months there have been multiple new launches e.g. multiple new microarrays, many new preparation methods, significantly increased NGS capabilities, entirely new applications etc. With an in-house genomic solution, you will inevitably have to prioritize and select certain technologies and applications, due to financial constraints and to build and sustain the right competence level within the team. Thereby the user might be restraint from using the latest and most adequate technology for a given project.

Through outsourcing to AROS, you and your internal customers will have more choices in terms of technologies and with higher volumes we maintain high quality standards on all platforms and you will take advantage of AROS' already built-up expertise in the technologies, instead of having to spend resources establishing the same level internally.

4. Significant financial advantages

There are also numerous financial reasons for outsourcing:

With an in-house function supporting internal customers, the capacity utilization is often very uneven. There are periods, where there is hardly any use of instruments and personnel, and then there are periods, where the demand is significantly higher than the capacity. In the latter situation, the in-house function would often have to outsource anyhow to meet the internal deadline.

When in-house functions, with activity based costing, are compared to outsourcing, it is often less expensive to use a 3rd party provider. Larger overall volumes enable AROS to gain discounts on expensive reagents. These are often substantial. Larger volumes across multiple platforms also allows AROS to streamline the laboratory process, with significant cost reductions which are further amplified by our application of high throughput automation.

Please contact your local AROS sales specialist to learn more or contact us on:

AROS Applied Biotechnology A/S
Brendstrupgaardsvej 102
DK-8200 Aarhus N
Telephone + 45 70 27 11 70
Fax + 45 70 27 11 80
E-mail: info@arosab.com