Agilent OpenLAB Partner Program: Developer Benefits

DEVELOP YOUR FUTURE WITH AGILENT OPENLAB

The Measure of Confidence

Agilent Technologies

PARTNER WITH AGILENT AND DEVELOP YOUR BUSINESS THROUGH OUR INDUSTRY-LEADING OPENLAB SOFTWARE

The Agilent OpenLAB Partner Program can help developers grow their business. With the industry's only open software platform and unsurpassed Agilent support, you can easily take advantage of the OpenLAB software suite to extend your offerings and expand your market presence.

Agilent's innovation and unique open platform boost your business and protect your R&D investments

**Agilent OpenLAB:
Built for today and the future**

The convergence of science and business is transforming information management within scientific enterprises. As the tools, techniques and workflows used by laboratories multiply, the data, data formats, and results needed to enhance decision-making speed and quality are also rapidly expanding.

To address these trends, Agilent Technologies developed OpenLAB — a suite of industry-leading software products for integrating and managing laboratory instruments and information:

- Chromatography Data Systems
  (EZChrom and ChemStation Edition CDS)

- Electronic Lab Notebook (ELN)

- Content Management (CM)

The OpenLAB suite is built on an open, scalable architecture that adheres to industry standards and uses common software components throughout, ensuring partners

can leverage OpenLAB's capabilities well into the future. As new technologies are introduced by Agilent and its partners, they can easily be integrated or layered on top of existing OpenLAB components.

Agilent OpenLAB Partner Program

The OpenLAB Partner Program features a specific set of benefits tailored to each partner type:

- **Value Added Resellers (VARs)** provide added value through the complementary software, support and services they offer in combination with the Agilent products they sell.

- **Original Equipment Manufacturers (OEMs)** combine Agilent's OpenLAB software with their products, creating a unique solution they can label, sell and support as their own.

- **Developers** create and integrate software that expands the capability of OpenLAB to meet specific market needs. Like OEMs, these solutions are labeled, sold and supported by the developer.

Agilent's OpenLAB Partner Program makes it easy for developers to take full advantage of the OpenLAB suite, enabling them to augment their products and services while expanding their market opportunities. Agilent provides program participants with the tools, training, and support needed to develop, as well as to support, solutions based on the OpenLAB suite. Agilent works closely with partners so they can readily leverage Agilent's expertise to complement their own.

OpenLAB
CAPTURE · ANALYZE · SHARE

Developer Partner Benefits

Save time and money bringing solutions to market

Because OpenLAB is an open system built on industry standards — such as Microsoft .NET and XML, developers can enhance Agilent OpenLAB solutions with unsurpassed ease. Tools and documentation such as Agilent's Instrument Control Framework (ICF), and Software Development Kits (SDKs), facilitate the creation of linkages and incorporation of added functionally, ensuring products integrate seamlessly into one solution. To aid your development staff in enhancing and integrating their software with OpenLAB, developers gain access to Agilent's OpenLAB software development experts.

Together, these benefits save developers considerable time and money bringing solutions to market.

Protect your R&D investment

Because backward compatibility is the cornerstone of OpenLAB, interfaces developed today will work with future OpenLAB releases. You do need to modify and retest software with every new OpenLAB release. In addition, because a single development and code stream can be used for many systems, developers can achieve lower R&D and support costs.

Increase your reach and marketing efficiency through co-marketing programs and access to the Agilent sales team

To ensure your success, developers gain access to Agilent's marketing material and programs, training and training material, and knowledgeable worldwide sales channel. Joint marketing programs can significantly boost demand and increase efficiency by widening the scope and focus of marketing campaigns, while potentially reducing their cost.

Joint marketing activities can include:

- Listing developer partner website links, capabilities and product information on the Agilent Technologies website

- Creating and distributing co-branded documentation, sales tools and sales collateral

- Creating and delivering joint sales training courses

The Agilent sales channel can help to expand developer sales coverage. For example if a customer requires a tailored solution which Agilent does not offer, the Agilent sales channel can refer that customer to a developer who has, or could create, the solution. Alternatively, the Agilent sales channel could present developer solutions during discussions with their customers.

CDS · ECM · ELN
Agilent OpenLAB Partner Program

	VARs Value Added Reseller	OEMs Original Equipment Manufacturer	Developers
OpenLAB software for development		✓	✓
Software development kits (SDKs)		✓	✓
Access to Agilent development and support experts		✓	✓
Product training	✓		✓
Marketing material	✓		✓
Co-marketing programs	✓		✓
Order support	✓	✓	
Sales support	✓		✓

Key Benefits:

Expand market share • Accelerate time-to-market • Increase customer satisfaction and value

Agilent's partner program features a collection of benefits designed to fit the needs of each of our three partner types.

Examples of developer opportunities

Enhance **OpenLAB CDS** with customized reports to meet the needs of a specific market, a specific regulatory requirement, or a unique application. OpenLAB's powerful Intelligent Reporter makes it easy for developers to create custom reports that combine information from Agilent and non-Agilent sources into one unified report.

Extend **OpenLAB ECM's** ability to parse and store information from instrument control systems, or from software such as Microsoft Office and Adobe Acrobat. For example, a developer could design and market an application which extracts data from a variety of sources and file types, and then store the data in OpenLAB ECM automatically.

Customize **OpenLAB ELN** by creating custom dynamic forms that capture parameters, interpret results and control multi-vendor instrumentation and software from within OpenLAB ELN.

Work with the industry leader – Agilent

Agilent is the preferred company with which to partner. As an industry leader, Agilent maintains the largest installed base in the analytical instrument market. No other company offers an equivalent breadth of advanced instrumentation and software, and no other company has the equivalent experience in managing and integrating the quantity and breadth of scientific data produced by these systems. Our worldwide presence and market success enables our partners to reach customers and markets they never thought possible.

Learn more
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