



PARTNERS IN SUCCESS

**Global Distribution Sales Conference Malta
March 2023**

STEPS TO SUCCESS



1,379,811



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Global Distribution Sales Conference Malta
March 2023



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Global Distribution Sales Conference
March 2023





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March 2023

AZENTA
LIFE SCIENCE



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Azenta Cryo Products Overview

Erica Waller and David Freeman



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Azenta

Erica Waller and

March 7, 2025



B medical systems



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B Med
Saving Lives

ive Technology



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Azenta Distributor Meeting –
Introduction to Barkey



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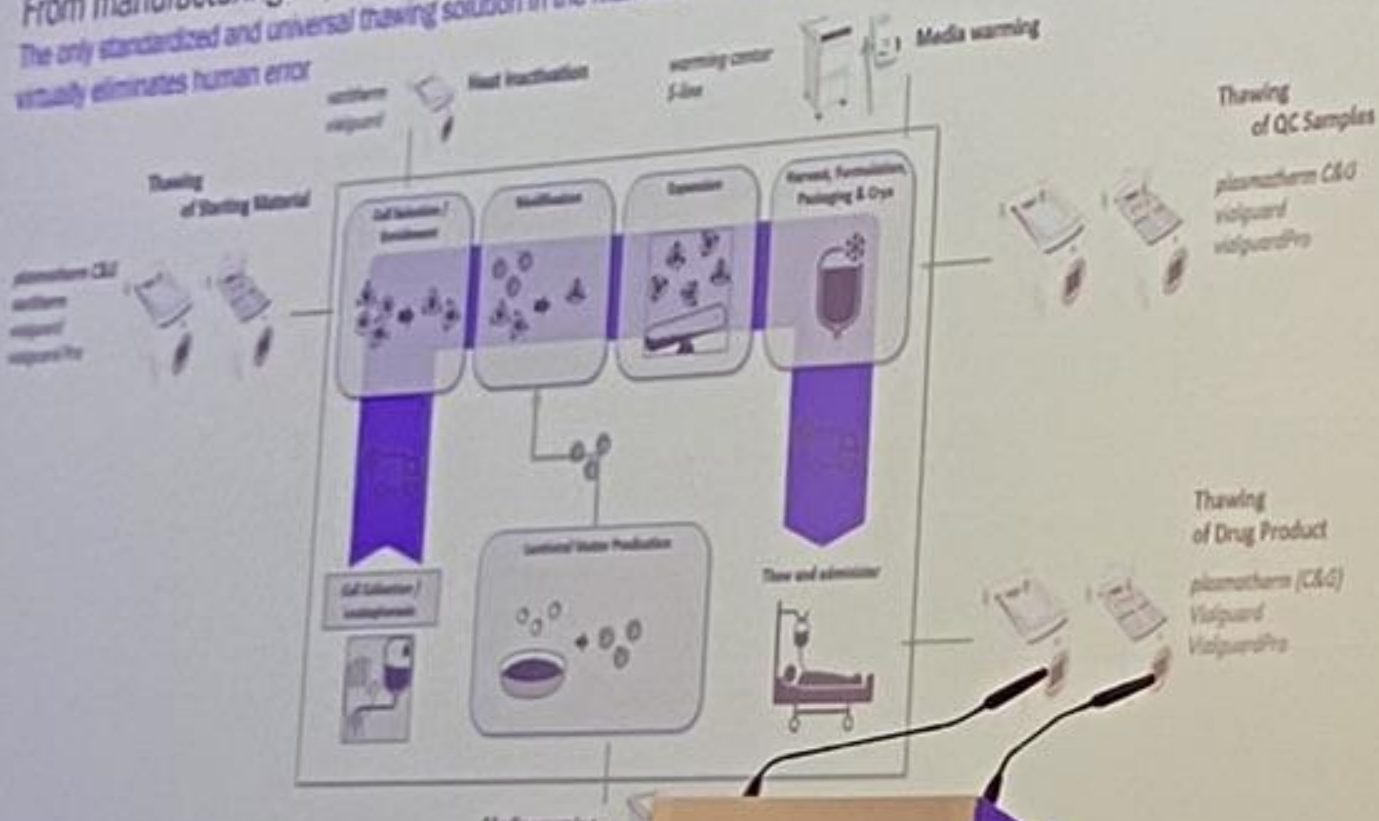
Azenta
Introdu

March 07, 2023



Barkey's holistic view on the CGT Workflow

From manufacturing to patient administration
The only standardized and universal thawing solution in the market that offers reproducibility and virtually eliminates human error



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The only standardized and
virtually eliminates human error

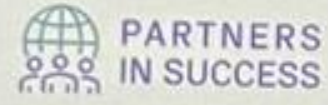
**Thawing
of Starting Material**

*plasmatherm C&G
varitherm
vialguard
vialguard Pro*



Azenta Life Sciences | Proprietary and confidential.





Ziath Acquisition Leader in Barcode Reading



March 2023



Ziath Acqui Leader in Reading

March 2023



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INDIPENDENZA
1964

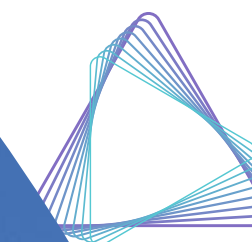


HOTEL PHOENICIA

P 
RESERVED FOR
PHOENICIA
HOTEL COACH







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MALTA-TO-MALTA
CRUISES 2023

melita

HOBBY STORE

SMILEY STORE







CARDPHONE

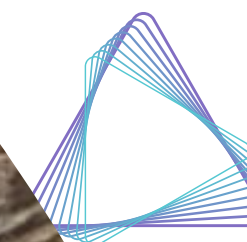
CA
ALLETTA
CULTURAL
AGENCY



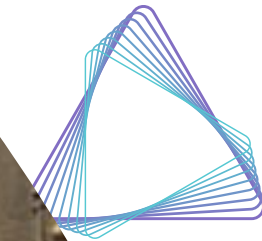
ST JOHN'S CO-CATHEDRAL

01/02





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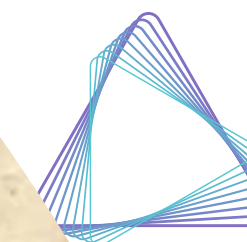












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GOLICHER

THUN

Agius

ENRICO MIZZI
1885 - 1960



COFFEE CIRCUS

Garçé

ilily

15:25

CS

FCM TRAVEL SOLUTIONS

SAQUELLA

ANASTASIO PANINI

CRUJANTE

TOASTES
HAM + CHEESE
BACON + VEGETARIAN
PASTAS
SANDWICHES
& MORE

PASTES
DE NATA

Every day is a perfect day!

HAPPY HOUR
ALL SPRITZ

HUSKIE









BATTERY

Nº 2

Nº 1 GUN









ΒΙΒΛΙΟΤΗΚΗ



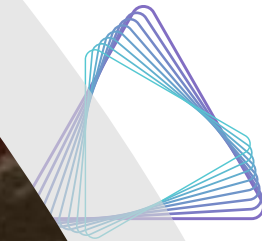
Cafe Pige

Palis Caf Pigeira 2007



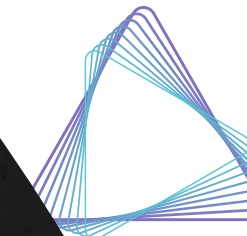






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1743
**Razzett
L-Antik**

RA
Razzett Antik
Malta









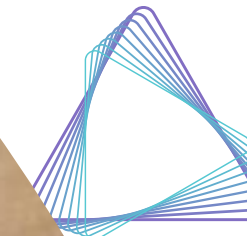








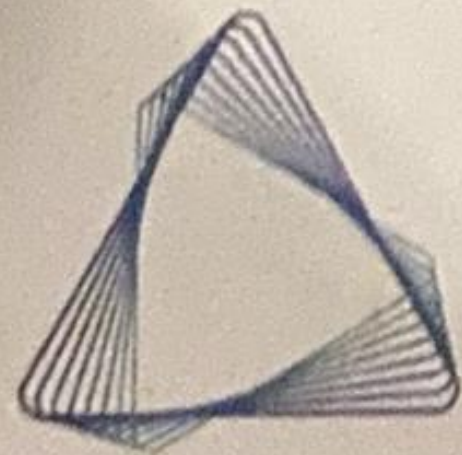




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'1743'
Razzett L-Antik



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Wednesday 8 | Workflow Selling



TIME	ACTIVITY	SPEAKERS / HOST	LOCATION
07:00 – 08:30	Breakfast Buffet		• The Terrace Restaurant
08:45 – 09:00	Welcome, Day Three – Workflow Selling	• Rupa Ark	• Dragonara Point Ballroom
09:00 – 09:30	Overview - Product Roadmap & Product Management	• Gerrit Gutzke	• Dragonara Point Ballroom
09:30 – 10:30	Workshop: Sample Tube Consumables Session 1 - Group A	• Alexis MacLeod • Steven Fyfe	• Carthaginian
	Workshop: PCR & Microplate Consumables Session 1 - Group B	• Tom Brown • Ladan Aryan	• Castillian
10:30 – 11:00	Break		• Say Foyer
11:00 – 12:00	Interactive Workshop: Sample Tube Consumables Session 2 - Group B	• Alexis MacLeod • Steven Fyfe	• Carthaginian
	Workshop: PCR & Microplate Consumables Session 2 - Group A	• Tom Brown • Ladan Aryan	• Castillian
12:00 – 13:00	Lunch		• The Terrace Restaurant
13:00 – 14:00	Workshop: Sample Tube Instruments Session 1 - Group A	• Ermelinda Tinetti • Justin Brooking	• Phoenician
	Workshop: PCR & Microplate Consumables Session 1 - Group B	• Gernot Röder • Sam Wing	• Roman
14:00 – 14:15	Break		• Say Foyer
14:15 – 15:15	Workshop: Sample Tube Instruments Session 2 - Group B	• Ermelinda Tinetti • Justin Brooking	• Phoenician
	Workshop: PCR & Microplate Consumables Session 2 - Group A	• Gernot Röder • Sam Wing	• Roman
18:00	Azenta Expo & Buffet Dinner		• Say Foyer