



PARTNERS IN SUCCESS

**Global Distribution Sales Conference Malta
March 2023**

STEPS TO SUCCESS



1,882,250

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Global Distribution Sales Conference Malta
March 2023



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PARTNER IN SUCCESS

Global Distribution Sales Conference Malta
March 2023



Barkey®



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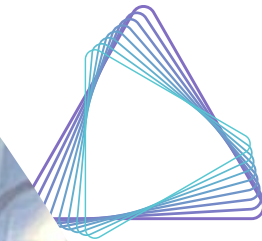
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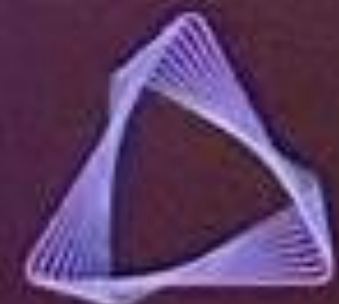
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B medical systems
INNOVATIVE TECHNOLOGICAL AND MEDICAL EQUIPMENT
Complete solutions for the safe storage and transport of all your blood and blood components

B medical systems
MAKING LIFE THROUGH PROGRESSIVE AND INNOVATIVE TECHNOLOGY

Complete solutions for the safe transport, cooling and storage of all of your blood and blood components

Blood Bank Refrigerators | D Range
Designed for the safe storage of blood and blood components at 2-8°C. Available in 100L, 200L, 300L, 400L, 500L and 600L capacities.

Plasma Storage Freezers | F Range
Designed for the safe storage of plasma and plasma derivatives at -30°C. Available in 100L, 200L, 300L, 400L, 500L and 600L capacities.

Contact Shock Freezer
Designed for the safe storage of plasma and plasma derivatives at -30°C. Available in 100L, 200L, 300L, 400L, 500L and 600L capacities.

Ultra-Low Freezer
Designed for the safe storage of plasma and plasma derivatives at -80°C. Available in 100L, 200L, 300L, 400L, 500L and 600L capacities.

CRYOGENIC FREEZERS
High-Efficient -190°C LN2 Vapor Storage

- Simple Controls, Secure Storage
- Increase Capacity, Improve Ergonomics
- Maintain Cold Chain, Preserve Sample Integrity

Sample Access

- LED Illuminated Storage
- Fog Clear

Touchscreen

- Text
- Email
- WiFi
- Cloud
- USB

Ergonomics

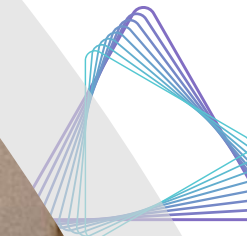
Safety

- Enclosed Cold Surfaces & Controls
- Plug & Play Safety

Optimized Design

- Size
- Capacity
- Temperature & Liquid Level Monitoring

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ANAS
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Master Life Sciences and
Instruments catalog

SAMPLE
STORAGE
TUBES



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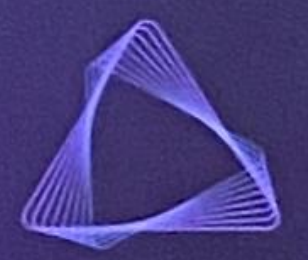
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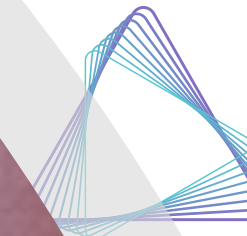
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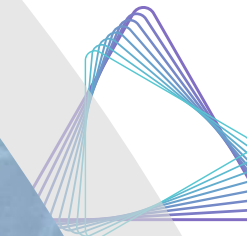
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B medical systems
SAVING LIVES THROUGH RELIABLE AND INNOVATIVE TECHNOLOGY

Complete solutions for the safe storage and transport of your valuable temperature-sensitive samples

Laboratory Refrigerators | R Range
Designed for the safe and reliable storage of reagents, enzymes, and other laboratory samples. Temperature range: 2-8°C.

Pharmaceutical Refrigerators | P Range
Designed for the safe and reliable storage of pharmaceuticals. Temperature range: 2-8°C.

B medical systems
SAVING LIVES THROUGH RELIABLE AND INNOVATIVE TECHNOLOGY

Blood Management Solutions

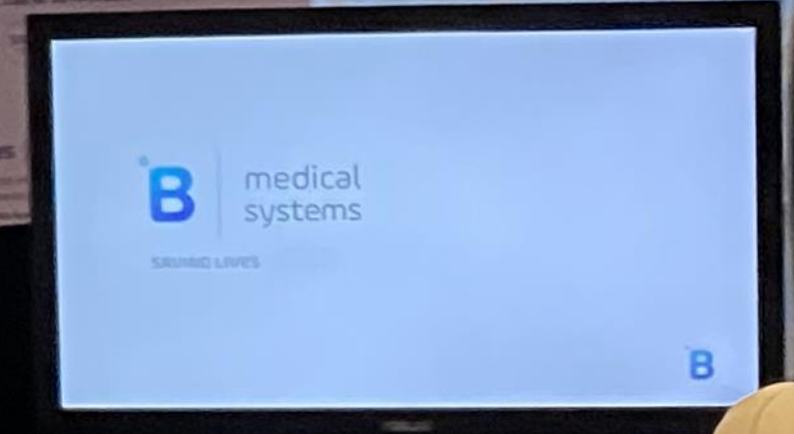
Complete solutions for the safe transport, cooling, and storage of all of your blood and blood components

Blood Bank Refrigerators | B Range
Designed for the safe storage of whole blood and blood components. All components ranging from 4°C to 22°C. Compliance to EN 12217, ISO 9001:2015, CE, FDA, Class II, AAMI Standards.

Freezers | F Range
Designed for the safe storage of blood components. All components ranging from -20°C to -80°C. Compliance to EN 12217, ISO 9001:2015, CE, FDA, Class II, AAMI Standards.

Freezers | CSF Range
Designed for the safe storage of cerebrospinal fluid (CSF). All components ranging from -20°C to -80°C. Compliance to EN 12217, ISO 9001:2015, CE, FDA, Class II, AAMI Standards.

Freezers | U Range
Designed for the safe storage of urine. All components ranging from -20°C to -80°C. Compliance to EN 12217, ISO 9001:2015, CE, FDA, Class II, AAMI Standards.





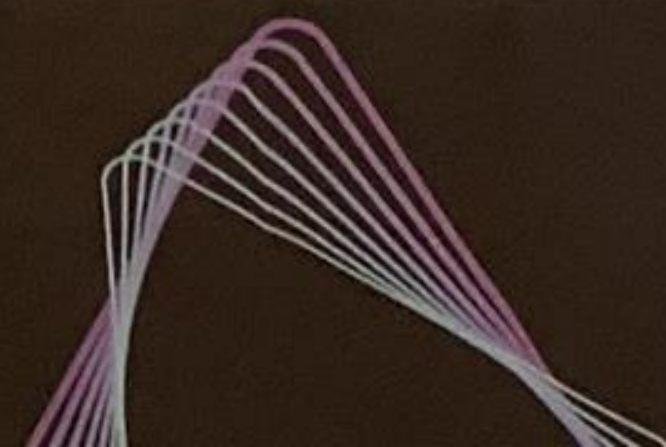






FREEZERPRO SAMPLE MANAGEMENT SOFTWARE

- Secure management of samples and data
- Full sample lifecycle tracking
- Easy to use



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CONSUMERS & INNOVATION

Automated and precise sample processing for efficiency

- Sample
- PCR
- Sample



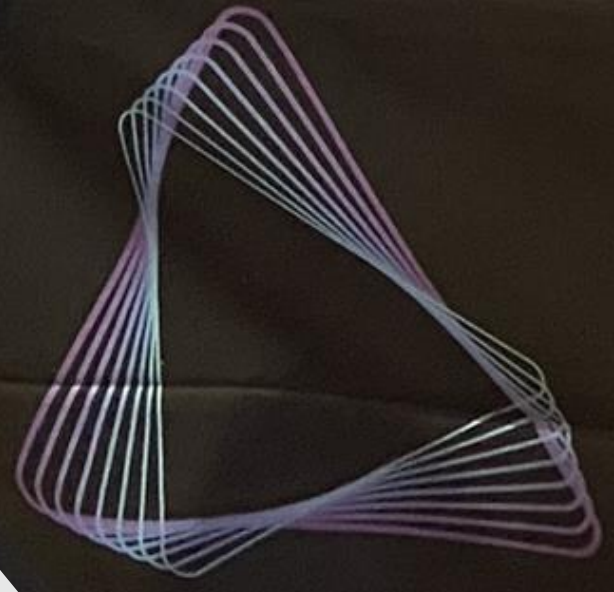
Scan for more information
Visit our website



CONSUMABLES & INSTRUMENTS

Automated sample storage, tracking and processing solutions to protect sample integrity, and drive process efficiency.

- Sample Tubes & Instruments
- PCR & Microplate Solutions
- Sample Cooling & Heating



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Fried Asian nibbles

Assortment of dim sum
with soybean paste

Chili sauce



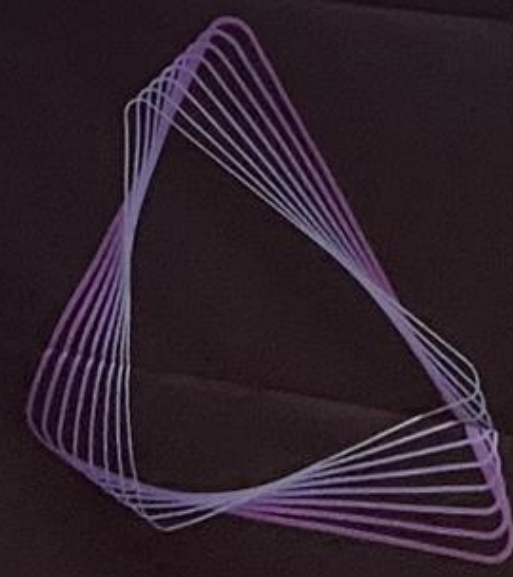
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www.ziath.com

**CAMERA-BASED
2D RACK READERS**
FOR EVERY TUBE TYPE ON THE MARKET

■ Pre-call...
■ Works...
■ Use...
■ Autom...
■ Widest...
■ Indust...



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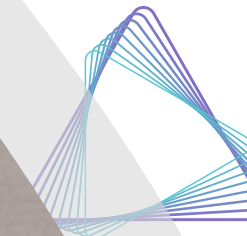
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2018







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B medical systems

B medical systems

For the safe transport, cooling
your blood and blood components

STOP
medical systems



FREEZE
High-Efficient -190°C LN2 Vapor Storage

- Simple Controls, Secure Storage
- Increase Capacity, Improve Ergonomics
- Maintain Cold Chain, Preserve Sample Integrity



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Barkey
human warmth
From Azenta Life Sciences

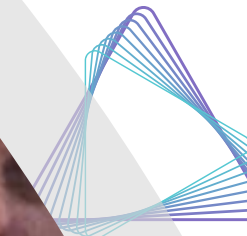
Barkey *plasmatherm* C&G
thawing and warming
devices for reproducibility,
recovery and viability

Barkey
human warmth
From Azenta Life Sciences

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human warmth
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**STORAGE, AUTOMATION
& LOGISTICS**

Off-Premises Temp Controlled Storage
Controlled Automation | Logistics & Transport

**SAMPLE ANALYSIS
AUTOMATION SOLUTIONS**

Sanger Sequencing

STIN
RESORTS

**PARTNER
IN SUCCESS**

Thursday 9 | Cross-Functional Partners



TIME	ACTIVITY	SPEAKERS / HOST	LOCATION
07:00 – 08:00	Breakfast Buffet		• The Terrace Restaurant
08:15 – 08:30	Welcome, Day Four – Cross-Functional Partners	<ul style="list-style-type: none"> • Rupa Ark • Amy Kuhn 	• Dragonara Point Ballroom
08:30 – 10:00	Regional Partners in Success Stories		• Dragonara Point Ballroom
10:00 – 10:30	Break		• Say Foyer
10:30 – 12:00	Regional Round Tables Americas	<ul style="list-style-type: none"> • Rebecca Ginther • Amy Kuhn 	• Norman
	Regional Round Tables APAC & China	<ul style="list-style-type: none"> • Lin Eng Ng • Rex Wu 	• Phoenician
	Regional Round Tables EMEA Group 1	<ul style="list-style-type: none"> • Ladan Aryan • Claribel Purcell 	• Castillian
	Regional Round Tables EMEA Group 2	<ul style="list-style-type: none"> • Ermelinda Tinetti • Gerrit Gutzke 	• Carthaginian
	Regional Round Tables EMEA Group 3	<ul style="list-style-type: none"> • Steven Fyfe • Mitch Coyne 	• Roman
12:00 – 13:00	Lunch		• The Terrace Restaurant
13:00 – 13:30	Marketing Overview – Tools and Distributor Portal	<ul style="list-style-type: none"> • Roula Ginis 	• Dragonara Point Ballroom
13:30 – 14:15	Azenta Customer Care – Best Practices	<ul style="list-style-type: none"> • Anthony Ralph 	• Dragonara Point Ballroom
15:00 – 16:00	Networking Hour with Refreshments		• Say Foyer
18:00	Awards Dinner & Meeting Close		• Reef Club