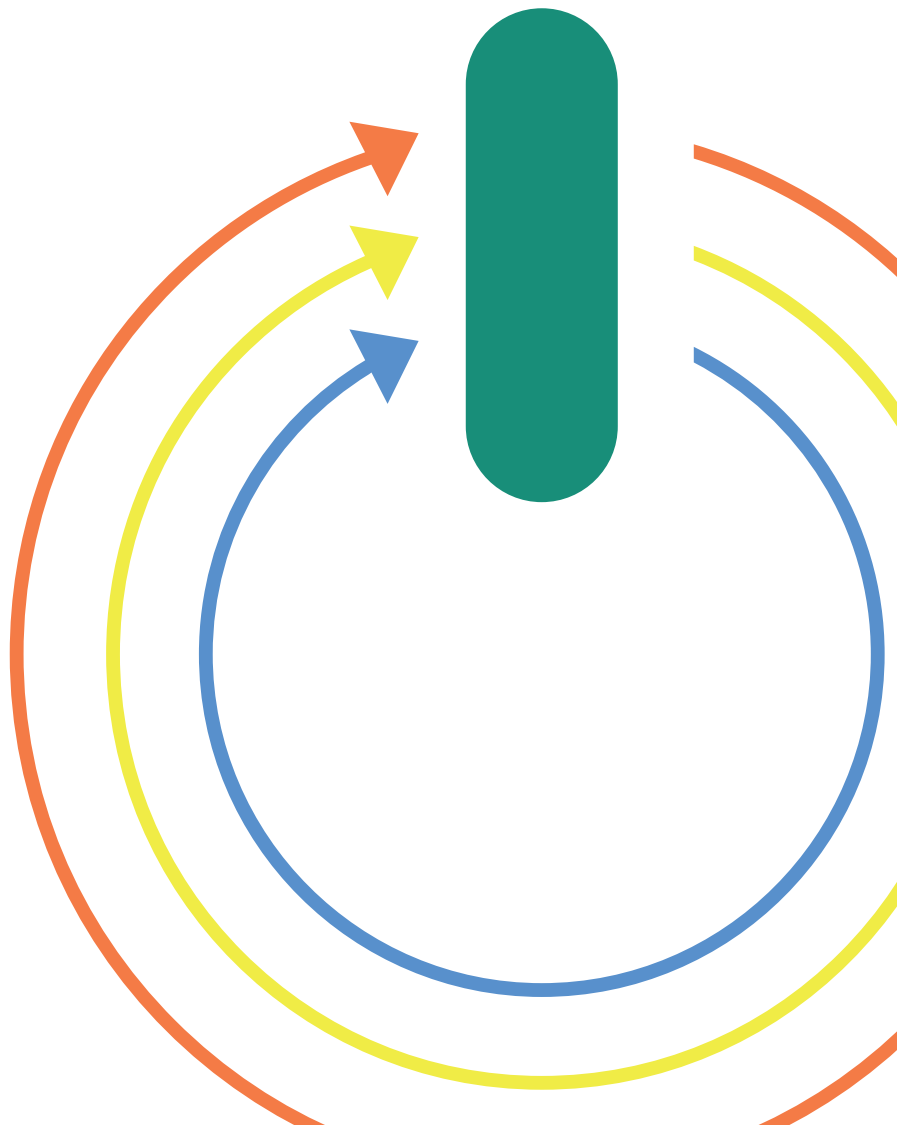


OptiRun Service Solutions

**Spare Parts Advisory: strategic consulting
for optimized uptime**



Spare parts are essential components of an efficient and effective lab. In an environment where every minute is critical to meeting deadlines, these on-site parts can make the difference between a continuous revenue stream and a devastating financial and scientific setback.

Because they are such important strategic investments, spare parts deserve in-depth analysis for the benefit of scientists. How do you know which spares will make the difference for your workflow? OptiRun™ service experts, who work exclusively with Cytiva equipment, offer strategic insights that lead to optimized uptime and reduced risk throughout the equipment lifecycle.

In the case of a large biomanufacturing client, OptiRun's Spare Parts Advisory service has boosted continuous performance and prevented unprecedented losses in a 24/7 manufacturing environment.



The challenge of 24/7 biomanufacturing

One of the world's largest biotech companies produces a drug that helps millions of people manage pain from chronic autoimmune diseases. Its team manages a well-honed workflow and a mature process that delivers products efficiently on tight deadlines.

The company's complex needs translate to custom systems and high-precision machines that cost millions to manufacture. In the case of a component break — or failure due to constant use over time — the equipment requires specialized maintenance and customized parts.

Custom components for this company's complex systems could take four to six months to replace.

Negligence in anticipating these component needs could have a catastrophic effect. Unexpected downtime would bring the revenue stream to a halt, causing significant loss for the company and for the patients who depend on its medicine for daily use.

To optimize its workflow, ensuring that the company could deliver its products without risk of failure, this biomanufacturer required a strategic forecast of its spare parts needs, as well as a parts replacement schedule.

Ensuring continuous outcomes with Spare Parts Advisory

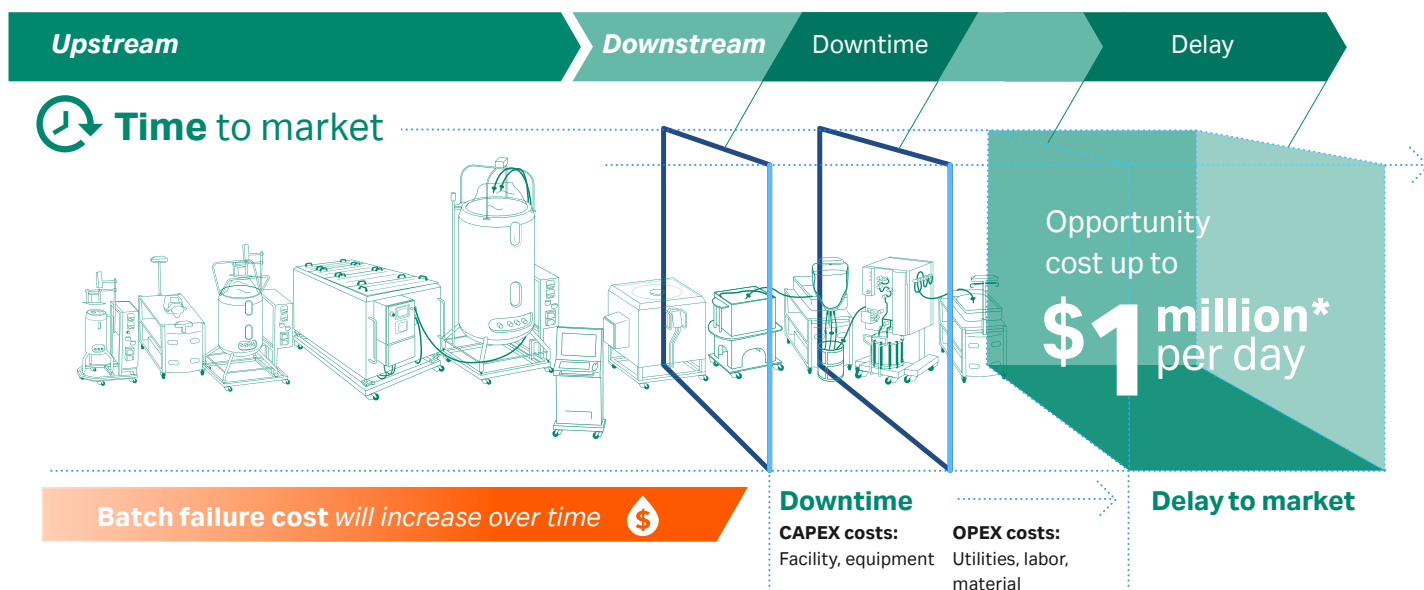
OptiRun Spare Parts Advisory consultant Matt Barry collaborated with the customer to understand the exact use of the application. He developed a comprehensive assessment of the company's spare parts needs by analyzing its business goals, existing process, frequency of equipment use, type of wear, and regularity of component replacement.

Matt empowered the customer with accurate recommendations for spare parts investments and comprehensive training for the technicians who maintain the equipment. Over the course of a number of years, he has advised the customer's team, maximizing uptime in their Cytiva environments.



Matt Barry
Spare Parts Advisory

With Cytiva's OptiRun Spare Parts Advisory, this conglomerate potentially mitigated hundreds of millions of dollars of revenue loss.



* Estimate based on Cytiva internal data for a market-approved drug

Preparing your lab

Preparing your lab with a clear roadmap to continuous performance is one of the most important decisions you can make as a leader. A detailed assessment of spare parts needs is an essential part of preparation. Empowered with this information, you can **minimize risk** and **maximize uptime** from equipment purchase through recommissioning.

If you are running critical operations that require minimal downtime, you benefit from expert advisors who will create a spare parts strategy that aligns with your goals.

OptiRun Service Solutions are ready to optimize your environment, so you can surpass your goals without unexpected downtime. Connect with an OptiRun Spare Parts Advisory consultant to learn how we can forecast your long-term components needs and prepare you for continuous outcomes.

For more information, or to schedule a preventative maintenance visit: cytiva.com/service





[cytiva.com/service](https://www.cytiva.com/service)

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