

[FLEXUP TECHNOLOGY RENEWAL PROGRAM]



Keep your lab at the
forefront of science

Waters

THE SCIENCE OF WHAT'S POSSIBLE.™



Unprecedented times. Unprecedented challenges.

How prepared are you? As organizations confront significant worldwide crises, laboratories expect disruptions and slow-downs.

Prevention of interruptions to business operations and scientific data has become a top priority for most organizations.

FlexUP: Giving you the support you need. Now.

Your objectives can't wait and neither should you. Choose the ideal mix of services with our **FlexUP Technology Renewal Program** for continuous operation in your laboratory and across your enterprise.

FlexUP

Replace your older instruments with state-of-the-art technology

FlexCAPITAL

Flexible financing options to address your budgetary challenges

FlexCHOICE™

Personalize your maintenance and service plan

In a 2020 poll conducted during a Waters webinar with SelectScience, 28% of respondents indicated limited or discontinued vendor support would trigger a replacement of their HPLC. Another 27% cited the inability to achieve system suitability would prompt replacement.

FlexUP: Stay current. Stay on track.

With **FlexUP**, you benefit from ongoing seamless upgrades to our latest LC and mass spec instrumentation and software. Whether you have a Waters system or another manufacturer's, avoid instrument obsolescence and eliminate the issues associated with older instrumentation by cost-effectively managing the lifecycle of your laboratory's assets.

- Control costs and manage compliance risk
- Improve data accuracy and reliability
- Avoid system downtime
- Address obsolescence for systems running on IEEE, Windows® 7, or using Edwards pumps
- Strengthen your disaster recovery plan with Empower™ Cloud

The best results come from quality data

The pressure is greater than ever to bring products to market faster and more consistently. You need to deliver answers. The higher your data quality and integrity, the lower the risk and the higher your confidence.

At Waters, enabling customer confidence is central to everything we do. We uphold the highest chromatographic and mass spectral performance standards with the latest technology and expert support for reliable, compliant data. Your success depends on it.

FlexCAPITAL: Enhance your productivity.

Our newest payment plan, **FlexCAPITAL*** Lab Solutions, supports your laboratory while satisfying your budgetary challenges. We help you minimize total cost of ownership while optimizing your instrument performance and protecting you from security risks. **FlexCAPITAL** extends Waters system and software upgrades with an affordable solution for the flexibility you need and the support you trust.

- All-inclusive monthly payment plan for predictable budget forecasting
- Simplify multi-system acquisitions with manageable monthly expense
- Accelerate ROI with monthly payments versus large capital expenditures
- Conserve critical capital during uncertain times
- Eliminate unanticipated maintenance expenses and reduce downtime
- Maintain flexibility within your hardware platform with options to upgrade at any time

**FlexCAPITAL payment plan options and availability may vary by country. Other restrictions may apply. Contact Waters or your local Waters representative for details. Subject to Credit Approval.*

FlexCHOICE: An instrument service plan tailored for you.

FlexCHOICE: mySystem Coverage* gives you control over the options that fit your lab's unique needs to maintain your performance while considering your budget. The Waters service team has the most in-depth and up-to-date knowledge, enhancing the value of your instrument investment.

- Personalize your maintenance and service options
- Optimize laboratory productivity and uptime
- Maintain system peak performance
- Address stringent compliance requirements
- Reduce and control operations costs
- Ensure comprehensive support for enterprise-wide testing
- Simplify the ordering and billing process with easy-to-understand coverage descriptions

In the same 2020 SelectScience poll, 69% of respondents stated modernizing and maximizing efficiency was their primary driver when replacing LC assets for routine analysis, followed by 31% who stated minimizing risk was their driver.

**Coming soon to all regions.*

Here for you every step of the way.

Minimize the challenge of change and maximize your results with support from our team. Engage with our experts for:

COMPLIANCE SERVICES: Maintain your compliance with regulations by taking advantage of Computer System Validation (CSV) services delivered by the experts.

CONSULTATION AND PROJECT MANAGEMENT: Plan your implementation or upgrade with Waters certified project managers.

CUSTOMER EDUCATION: Increase your laboratory skills and ensure that your investment in all Waters technologies is optimized with our wide selection of courses.

DATA INTEGRITY: Identify your risks and build on your foundation of data integrity expertise by leveraging Waters industry experts who help you manage regulatory pressures.

DEPLOYMENT & CONFIGURATION SERVICES: Our systems architects help you stay competitive by establishing a software and network solution that aligns with your IT and data management requirements, including disaster recovery and business continuity plans.

** Some services may not be available in all regions. Contact Waters or your local Waters rep for details.*

A scientist wearing a white lab coat, a light blue surgical mask, and a matching hairnet is working in a laboratory. The background is slightly blurred, showing various lab equipment and a clean, professional environment. The overall color palette is dominated by light blues and whites, with a green bar at the bottom of the page.

Sustaining confidence in an uncertain world.

The impact on your science during these times of uncertainty is unprecedented as organizations re-shift R&D priorities, monitor laboratory operations, and enact tighter controls on spending. Progress is expected faster than ever, across all functions within the discovery-to-development-to-commercialization workflow. While no one can be sure what our future will look like, at Waters, we focus on what we can do today. Through our solutions and our scientific expertise – for our customers and those they support – your Waters team helps you find opportunities during times of great challenge.

FlexUP and keep your lab at the forefront of science.

Is your technology aging and limiting you and your laboratory from ideal performance? Is it challenging for you to realize incremental value and keep pace with regulatory requirements?

If improving laboratory productivity and investment efficiency are areas of focus for you right now, your Waters team is ready to help.

Learn more at [waters.com/FlexUP](https://www.waters.com/FlexUP) and contact your Waters local representative to discuss your options.

www.waters.com

For your local sales
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waters.com/contact



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Waters

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