



**CITY OF HOLLYWOOD**  
**INTER-OFFICE MEMORANDUM**  
***Public Utilities Administration***

**DATE:** March 27, 2015

**File:** PU15-14

**TO:** Joel Wasserman, Director  
Procurement Services

**VIA:** Steve Joseph, P.E., Director  
Department of Public Utilities

**FROM:** Francois Domond, P.E., Deputy Director Operations  
Department of Public Utilities

**SUBJECT:** Water Information Management System (WIMS) for the Department of Public Utilities

---

**ISSUE:**

Water Information Management System (WIMS) for the Department of Public Utilities.

**EXPLANATION:**

The City of Hollywood owns and operates the Southern Regional Wastewater Treatment Plant (SRWWTP), the Water Treatment Plant (WTP), and a National Environmental Laboratory Accreditation Conference (NELAC) certified laboratory which provides continuous testing and analytical support to the treatment plants.

Under the leadership of the certified laboratory, the City performs more than 70 tests every day to monitor water quality, and more than 160 additional tests each month on drinking water samples taken throughout the City, for an overall total of more than 28,000 tests that are performed by the City of Hollywood each year to monitor the quality of the drinking water. The City's certified laboratory also performs over 40 daily tests to monitor wastewater treatment plant processes and controls, and for regulatory sampling requirements, for an approximate total of over 14,600 tests on an annual basis.

After an extensive search that included presentations and webinars from a number of companies such as Ethosoft, Watertrax, Autoscribe, and the HACH Company, the Department of Public Utilities (DPU) identified the Water Information Management Solutions (WIMS) software as developed by the HACH Company as the software capable of providing the technical competencies necessary to integrate and enhance the reporting, data acquisition, and operational optimization of the SRWWTP, the WTP and the certified laboratory. Due to the unique features of the WIMS software, the DPU did not perform any cost evaluations or cost comparisons. However, brochures for the other companies evaluated are attached to this memorandum as reference.

Some of the features offered by the WIMS software could be summarized as follows:

- The WIMS software provides the necessary Quality Assurance/Quality Control analysis exception reporting with the ability to identify outliers, and provides process routines to change activated sludge parameters on the computer to determine oxygen requirements, sludge production and clarifier capacity.
- The WIMS is compatible with the City of Hollywood SQL Database and supports genuine Microsoft SQL Server functionality, and has the necessary Global Variable creation and reporting capabilities to support both the SRWWTP and the WTP.
- The WIMS software will interface with the Department of Public Utilities existing proprietary Supervisory Control and Data Acquisition (SCADA) system to automatically transfer and share data from all areas within the Department of Public Utilities, including the SRWWTP and the WTP.
- The WIMS will assist with the streamlining analysis and reporting of the WTP and SRWWTP collected process data, providing tools that can potentially increase the plants' operational efficiency.

In addition to the WIMS software, the Department of Public Utilities identified the Lab Cal, a proprietary module developed by the HACH Company, as a potential replacement for the existing laboratory information management system for the City's certified laboratory; the proposal submitted by HACH gives the City of Hollywood the option to try the LabCal module for up to sixty days (60-days) after the on-site training and start-up is complete. If within sixty (60) days after the on-site training and start-up is complete, the City determines and notifies HACH in writing that LabCal will not meet its requirements, the City will be entitled to a full refund of \$5,600.00.

The overall cost of the quote submitted by the HACH Company is \$67,590.00. Funding for this expenditure has been budgeted and is available in account number 42.4000.90714.536.006442.

Section 38.40(C)(8) of the Code of Ordinances provides that purchases of, and contracts for, supplies or contractual services, when the Commission declares by a unanimous vote that competitive bidding and competitive proposals are not in the best interest of the City, are exempt from the competitive bidding and competitive proposal requirements of the Purchasing Ordinance.

#### **RECOMMENDATION:**

The Department of Public Utilities recommends for the City Commission to utilize Section 38.40(C)(8) of the City's Code of Ordinances (best interest exemption) to issue a purchase order to the HACH Company to furnish and install the WIMS software and the LabCal module in an amount of \$67,590.00.

#### **Attachments:**

- (1) Quotation from the HACH Company (WIMS)
- (2) Brochures for Ethosoft, Watertrax, and Autoscribe





# Quotation

Hach Company  
PO Box 608  
Loveland, CO 80539-0608  
Phone: (800) 227-4224  
Email: quotes@hach.com  
Website: www.hach.com

**Quote Number: 100061747v4**  
Use quote number at time of order to ensure  
that you receive prices quoted

Quote Date: 06-Feb-2015

Quote Expiration: 30-Apr-2015

CITY OF HOLLYWOOD WWTP & LAB  
1621 North 14th Ave  
Hollywood, FL 33021

Name: Francois Domond  
Phone: 954-921-3522  
Email: fdomond@hollywoodfl.org

Sales Contact: Chris Bunch Email: cbunch@hach.com Phone: 800-227-4224

## PRICING QUOTATION

Line	Part Number	Description	Qty
WIMS Software License, Five (5) Concurrent Users,			
		Hach WIMS™ with 5 concurrent users, 2 facility databases, 1 year of support (starts on ship date) MS SQL Server Support NOTE: Software ships and you will be contacted to initiate services (if applicable) within 6 working days of receipt of order.	
1	WM-MU	WIMS Multi User License with one concurrent user and one facility	1
2	WM-SW	WIMS base software for support contracts.	1
3	DMWIMS-SPT-BAS	WIMS yearly support contract - Basic support is 18% of overall software value	1
4	WM-MU-CONUSR	WIMS CONCURRENT USER LICENSE	4
5	WM-FACILITY	WIMS Additional Facilities	1
6	WM-DBSQLSERVER	WIMS for MS SQL Server DB	1
		WIMS Software Support for City of Hollywood ( 1 Years) • Includes software updates and upgrades, telephone technical support. NOTE:Yearly support cost for one year, based on City of Hollywood configuration is \$3,672/year.	
		Initial year of Support is provided at no additional cost	
7	DMWIMS-SPT-BAS	WIMS yearly support contract - Basic support is 18% of overall software value	1
		Hach LAB Cal for 2 Facilities (Sample Scheduling and Tracking)	
8	WM-MU-LABCAL	WIMS LABCAL SOFTWARE MODULE	1
9	WM-LABCAL-ADDL	WIMS LabCal Module Additional Facility	1
		"Hach Company agrees to refund the City of Hollywood \$5600 [PN WM-MU-LABCAL], which is for the LabCal software cost if the City determines and notifies Hach in writing that LabCal will not meet their requirements.	
		This offer expires 60 days after the onsite training and startup services are complete.	
10	WM-SCADA-INT	Two Standard SCADA Interfaces for Hach WIMS™: SCADA/Historian Interface Module connects to a single SCADA source	2
WIMS Implementation and On-site Training Services			
		WIMS Implementation and On-site Training Services	
11	DM_WIMS-HRLY	IIM Services	119
		Water Treatment Plant Implementation Services	
12	DM_WIMS-HRLY	IIM Services	76
		LAB Cal Setup includes input of 40 tests/analytes (methods), 20 samples (which includes scheduling), 10 personnel, chain of custody report, and certificate of analysis report.	

Line	Part Number	Description	Qty
13	DM_WIMS-HRLY	IIM Services	8
		4 Days - Onsite Training and Services	
		Installation Review • 1.5 days of Training - Basic, Advanced, and Admin • SCADA Interface installation, configuration and training. Up to 10 variables will be cross referenced. • LIMS Interface installation, configuration and training.	
14	DM_WIMS-OSS-TRN	Onsite Services – Project Manager	4
15	DM_WIMS-TRVLEXP	Travel Expenses	1
16	DM_WIMS-TRVLTME	Travel Time for personnel.	1
Grand Total			\$ 67,590.00

## NOTES

Southern Regional WW Treatment Plant Implementation Services

Database Configuration, Report, and Data Entry Form development.

Typically includes (your Project Manager will finalize the scope of work based on your needs):

- Project Administration
- Consultation to gather information and determine specific needs to create a project plan.
- Remote Install Assistance (Requires high-speed Internet Access)
- Basic Variable setup - Adapting an industry standard list of parameters and calculations for your plant/system.
- Site specific calculation setup
- The Hach Project Manager will complete set up of the following regulatory reports (located in I:\SALES\PRESALES\_PROJECTS\2013\City of Hollywood\_FL):

- AA32A844.TIF (36 pages for WW)

- 1 standard format monthly KPI report with up to 10 user defined KPIs (key performance indicators)
- Predefined dashboard with 10 user defined KPI's and KPI graph set
- Migration of historical data
- 1 standard format yearly summary KPI report with up to 10 user defined KPIs
- Data Entry Form development including 1 Custom Data Entry Form and standard Monthly Data Entry Forms for all parameters

NOTES:

- Additional scope/work, billed at our standard labor rate, can be requested and will require a change order.

Water Treatment Plant Implementation Services

Database Configuration, Report, and Data Entry Form development.

Typically includes (your Project Manager will finalize the scope of work based on your needs):

- Project Administration
- Consultation to gather information and determine specific needs to create a project plan.
- Remote Install Assistance (Requires high-speed Internet access)
- Basic Variable setup - Adapting an industry standard list of parameters and calculations for your plant/system.
- Site specific calculation setup
- The Hach Project Manager will complete set up of the following regulatory reports (located in I:\SALES\PRESALES\_PROJECTS\2013\City of Hollywood\_FL)

- AA32A844.TIF (5 pages for WTP)

- Hollywood\_org\_20131108\_111055 (6 Pages entry)

- 1 standard format monthly KPI report with up to 10 user defined KPIs (key performance indicators)
- Predefined dashboard with 10 user defined KPI's and KPI graph set
- 1 standard format yearly summary KPI report with up to 10 user defined KPIs
- Data Entry Form development including 1 Custom Data Entry Form and standard Monthly Data Entry Forms for all parameters

NOTES:

- Additional scope/work, billed at our standard labor rate, can be requested and will require a change order.

## TERMS OF SALE

Freight: Ground Prepay and Add

FOB: Origin

All purchases of Hach Company products and/or services are expressly and without limitation subject to Hach Company's Terms & Conditions of Sale ("Hach TCS"), incorporated herein by reference and published on Hach Company's website at [www.hach.com/terms](http://www.hach.com/terms). Hach TCS are incorporated by reference into each of Hach's offers or quotations, order acknowledgments, and invoice and shipping documents. The first of the following acts shall constitute an acceptance of Hach's offer and not a counter offer and shall create a contract of sale ("Contract") in accordance with the Hach TCS, subject to Hach's final credit approval: (i) Buyer's issuance of a purchase order document against Hach's offer or quotation; (ii) Hach's acknowledgement of Buyer's order; or (iii) commencement of any performance by Hach in response to Buyer's order. Provisions contained in Buyer's purchase documents that materially alter, add to or subtract from the provisions of these Terms and Conditions of Sale shall be null and void and not considered part of the Contract.

Due to international regulations, a U.S. Department of Commerce Export License may be required. Hach reserves the right to approve specific shipping agents. Wooden boxes suitable for ocean shipment are extra. Specify final destination to ensure proper documentation and packing suitable for international transport. In addition, Hach may require: 1) A statement of intended end-use; 2) Certification that the intended end-use does not relate to proliferation of weapons of mass destruction (prohibited nuclear end use, chemical / biological weapons, missile technology); and 3) Certification that the goods will not be diverted contrary to U.S. law.

ORDER TERMS:

Terms are Subject to Credit Review

Please reference the quotation number on your purchase order.



Sales tax is not included. Applicable sales tax will be added to the invoice based on the U.S. destination, if applicable provide a resale/exemption certificate.  
Shipments will be prepaid and added to invoices unless otherwise specified.  
Equipment quoted operates with standard U.S. supply voltage.  
Hach standard terms and conditions apply to all sales.  
Additional terms and conditions apply to orders for service partnerships.  
Freight Charge Schedule and Collect Handling Fees attached.  
Refrigerated and all weather Samplers do not qualify for simplified freight charges, and are considered heavy freight.  
Dissolved Oxygen Sensors can be damaged if exposed to temps below freezing, causing sensor failure. Must be shipped over night or 2nd day air during the cold weather months.  
Standard lead time is 30 days

## CLOSING

ORIGINAL QUOTE -

**Q041514BG1**

MODIFIED ON 11/10/2014

Sales Contact:

Name: Chris Bunch  
Title: Regional Sales Manager  
Phone: 800-227-4224  
Email: cbunch@hach.com

Prepared By:

Name: Jackie Westover  
Title: Field Sales Support Specialist  
Phone: 800-227-4224, x6264  
Email: jwestove@hach.com

## TERMS AND CONDITIONS

The following Terms and Conditions are applicable to this order entered into by and between the City of Hollywood (referred to as Buyer) and Hach Corporation (referred to as Seller).

### MODIFICATIONS

This purchase order form, and any other document pertaining to this transaction which has been acknowledged in writing by the Director is a complete and exclusive statement of this order. Accordingly no modification or amendment shall be binding upon the Buyer unless signed by the Director. The City Attorney has approved these standard terms and conditions as to form and legality. Accordingly no modification of these terms and conditions shall be binding upon buyer unless they are endorsed and approved by the City Attorney. In the event of a conflict between these terms and conditions and any other document pertaining to the transaction covered by this order, these terms and conditions shall prevail.

### ASSIGNMENT

Any assignment of this order or the performance of work hereunder, in whole or in part, is prohibited.

### EXCUSABLE DELAYS

The Buyer may grant additional time for any delay or failure to perform hereunder if the delay will not adversely impact the best interests of the Buyer and is due to causes beyond the control of Seller. Such grant must be in writing and made part of the order.

### DEFAULT

In the event of default by the Seller, Buyer may procure the articles or services covered by this order from other sources and hold Seller responsible for any excess costs occasioned thereby, in addition to all other available remedies at law or equity.

### TERMINATION

Buyer, acting through its City Manager or his/her designee, reserves the right to terminate this order in whole or in part for default (a) if Seller fails to perform in accordance with any of the requirements of this order or (b) if Seller becomes insolvent or suspends any of its operations or if any petition is filed or proceeding commenced by or against Seller under any State or Federal Law relating to bankruptcy, reorganization, receivership or assignment for the benefit of creditors. Any such termination will be without liability to Buyer except for completed items delivered and accepted by the Buyer. Seller, will be liable for excess costs of procurement.

### F.O.B.

In those cases where F.O.B. point is not Destination, Seller is required to prepay freight charges and list separately on invoice. Collect shipments will not be accepted.

### TERMS

By accepting this order, the Seller agrees that payment terms shall be Net 30 unless otherwise stated.

### INVOICING

Seller must render original invoice to the City of Hollywood, Department of Financial Services, P.O. Box 229045, Hollywood, Florida 33022-9045.

### TAX

The City of Hollywood is exempt from Federal and State taxes for tangible personal property. Sellers doing business with the City, which are not otherwise exempt, shall not be exempt from paying sales tax to their suppliers for materials to fulfill contractual obligations with the City, nor shall any Seller be authorized to use the City Tax Exemption Number in securing such materials.

### RESPONSIBILITY

Responsibility will not be accepted for any goods delivered or services performed unless covered by a duly signed and authorized City of Hollywood order, issued by the Procurement Services Division.

### ACCEPTANCE

Sellers acceptance of this order will be presumed unless Seller acknowledges exception, in writing, to Buyer within ten (10) calendar days after date of order.

### DELIVERIES

Deliveries are to be made during the hours of 7:30 a.m. to 4:00 p.m. Monday through Friday, excluding holidays, unless otherwise stipulated. Seller shall notify the Buyer of deliveries that require special handling and/or assistance for off-loading. Failure to notify the Buyer concerning this type of delivery will

result in the billing to Seller of any add-on redelivery, storage or handling charges.

### ACCEPTANCE AND SET-OFF

Except to the extent agreed upon in writing by Seller's CFO, all Goods and Services delivered in connection with the agreement will be deemed accepted upon delivery; and any set-off rights in the Agreement notwithstanding, Buyer shall bear the customary burden of proof with respect to any amounts invoiced by Seller but not paid by the invoice due date. This revision, however, shall not adversely impact any of Buyer's rights under Seller's warranties.

### QUANTITIES

Quantities specified in the order cannot be changed without Buyer approval. Goods shipped in excess of quantity designated may be returned at the Seller's expense.

### PAYMENT CHANGES

Payments will be made only to the company and address as set forth on order unless the Seller has requested a change thereto on official company letterhead, signed by an authorized officer of the company.

### ANTI-DISCRIMINATION

Sellers doing business with the Buyer are prohibited from discriminating against any employee, applicant or client because of race, creed, color, national origin, sex or age with regard to but not limited to the following: employment practices, rates of pay or other compensations, methods and training selection.

### UNIFORM COMMERCIAL CODE

Florida law, including without limitation the Uniform Commercial Code (Chapter 670 - 680, Florida Statutes), shall apply to and supplement the terms and conditions of this order. Venue shall lie in a court of competent jurisdiction in Broward County, Florida.

### LEGAL RESPONSIBILITY

By accepting this order, Seller understands and agrees that the items covered herein, or services to be rendered, shall be manufactured, sold or performed in compliance with applicable Federal, State, County and Local laws, ordinances, rules and regulations. Lack of knowledge by the Seller shall in no way be a cause for relief from responsibility.

### LIABILITY - COPYRIGHT/PATENT/TRADEMARK

Seller shall save and hold harmless Buyer, its officers, employees and agents from liability for infringement of any United States patent, trademark or copyright for or on account of the use of any product sold to Buyer or used in the performance of this order.

### INDEMNIFICATION

Seller shall indemnify, hold harmless and defend Buyer, its officers, employees and agents from and against any and all claims, damages, liability, judgments or causes of action, including costs, expenses and attorney fees, incurred as a result of any error, omission or negligent act by the Seller, its officers, employees, agents, subcontractors or assignees arising out of this order. Any and all indemnification obligations imposed upon Seller are reduced to the extent that any otherwise covered claims or damages are caused by any of the following conduct of Buyer or any third party operating under Buyer's contract or control: (a) any act or omission constituting negligence, recklessness or lesser standard of conduct, (b) misuse, misapplication, or use of goods or services not in accordance with Seller's instructions, or (c) any violations of law.

### OCCUPATIONAL SAFETY AND HEALTH

Seller must comply with requirements under Chapter 442, Florida Statutes, that any toxic substance delivered as a part of this order must be accompanied by a Materials Safety Data Sheet (M.S.D.S.).

### REPRESENTATIVE

All parties to this order agree that the representatives named herein are, in fact, bona fide and possess full and complete authority to bind said parties.

### PUBLICITY

No endorsement by the City of the product and/or service will be used by Seller in any way, manner or form in product literature or advertising.

### INSURANCE

The Seller of services must have secured and maintained the required amount of \$1,000,000 general and \$500,000 automobile liability limits and must list the City as an additional insured of this coverage. The Seller must have worker's compensation coverage as required by law. Any exception to the above stated



limits or other requirements must be endorsed and approved by the City of Hollywood Risk Manager.

**LIMITATION ON LIABILITY**

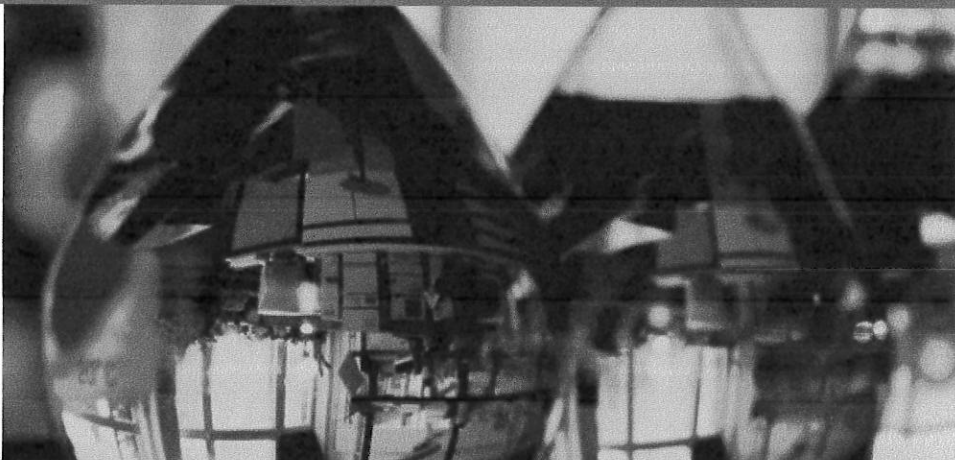
THE TOTAL LIABILITY OF SELLER AND ITS SUBSIDIARIES, AFFILIATES, EMPLOYEES, DIRECTORS, OFFICERS AND AGENTS ARISING OUT OF THE PERFORMANCE OR NONPERFORMANCE HEREUNDER OR ITS OBLIGATIONS IN CONNECTION WITH THE DESIGN, MANUFACTURE, SALE, DELIVERY, AND/OR USE OF GOODS AND/OR SERVICES SHALL IN NO CIRCUMSTANCE INCLUDE ANY INCIDENTAL OR CONSEQUENTIAL DAMAGES OF ANY KIND, NOR SHALL THEY EXCEED AN AMOUNT THAT IS UNREASONABLY DISPROPORTIONATE TO THE TOTAL AMOUNT OF COMPENSATION ACTUALLY PAID TO SELLER UNDER THE AGREEMENT, EXCEPT ONLY IN THE CASE OF DAMAGES ARISING DUE TO SELLER'S WILLFUL MISCONDUCT.

**WARRANTY**

Seller's warranty shall be to the original Customer, and Seller warrants that the goods furnished will conform to the express written warranty pertaining to the specific Goods purchased. Warranties are not extended to consumable items such as, without limitation, reagents, batteries, mercury cells, light bulbs. All material shall be produced in accordance with Seller's standard practices. Seller warrants that any Services furnished hereunder will be free from defects in workmanship for a period of ninety (90) days from the completion of the Services. All Services shall be performed in accordance with Seller's standard practices. If Seller breaches any warranty provided to the Buyer, and if the Buyer notifies Seller of such breach within 30 days following the end of the warranty period applicable thereto, Seller shall, at its option, either replace or repair the nonconforming Goods, or re-perform any nonconforming Services, or refund all amounts paid by the Buyer to Seller for such nonconforming Goods and/or Services. THIS IS THE EXCLUSIVE REMEDY FOR ANY BREACH OF WARRANTY AND SUPPLIER EXPRESSLY DISCLAIMS ANY REMEDIES OF "COVER" AND ANY WARRANTIES IMPLIED BY LAW, INCLUDING BUT NOT LIMITED TO ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.



The foundation of your laboratory





# X-LIMS is a strong foundation for data management

X-LIMS™ is raising the bar in Laboratory Information Management Software (LIMS). Developed by Ethosoft, Inc., X-LIMS is a user-friendly, web-browser based LIMS application that is built with native Microsoft® (MS) .NET and XML technologies. By harnessing standard MS technology, X-LIMS can integrate with existing laboratory technology and leverage those systems to reduce implementation time and maximize return on investment.

X-LIMS is a powerful LIMS application that contains many features not routinely found in competing products. Configurable workflows, template-driven data entry, advanced MS Excel® integration, and superior auditing capabilities are just a small part of the X-LIMS experience. The system delivers unparalleled flexibility and scalability and is designed to grow with your laboratory.

## **X-LIMS: Planned, Designed and Built by Ethosoft**

Ethosoft was formed by professionals dedicated to developing quality software and providing superior services and support to the laboratory industry. Our goal is to offer innovative, yet stable technical solutions that meet our customers' specific needs. Every solution is backed by the usability and long-term viability of our three core technologies: .NET, AJAX and XML. You'll find that X-LIMS offers your laboratory sustainable value coupled with a competitive advantage.

Our employees are seasoned laboratory and IT industry professionals who understand the technological, operational, and business needs of the laboratory environment. We have experience in multiple industry sectors; agriculture, drinking water, environmental, forensic sciences, manufacturing, petro-chemical, public health, and wastewater. Our professionals have hands-on experience implementing systems for companies in a wide range of sizes — from a single location to multi-site Fortune 500 corporations.

## **.NET, AJAX, and MS SQL Server® — the three pillars of reliability**

X-LIMS was built using the latest Microsoft® .NET browser-based technology: ASP.NET. It offers the strength, usability, and security that only a browser based application can provide. It is also easier to deploy and maintain than traditional client-server based systems, resulting in a lower total cost of ownership for our customers.

X-LIMS also eliminates the "clunkiness" and "screen repaints" of traditional web-based applications because it is built from the ground up using AJAX (Asynchronous JavaScript And XML) technology. Your staff will not have to wait for screens to redraw as data is saved or as they navigate to data that has already been viewed. X-LIMS is truly unique in that it offers the performance of a client-server application with all the benefits of a browser-based system.

Finally, X-LIMS is uniquely able to harness the superior power and functionality of Microsoft SQL Server providing two distinct advantages: (1) It uses the native XML features of MS SQL Server which are optimized for large data throughput performance and (2) it uses MS SQL Server Reporting Services (delivered with MS SQL Server) to create professional, web-based laboratory reports that require no third-party report vendor licensing.

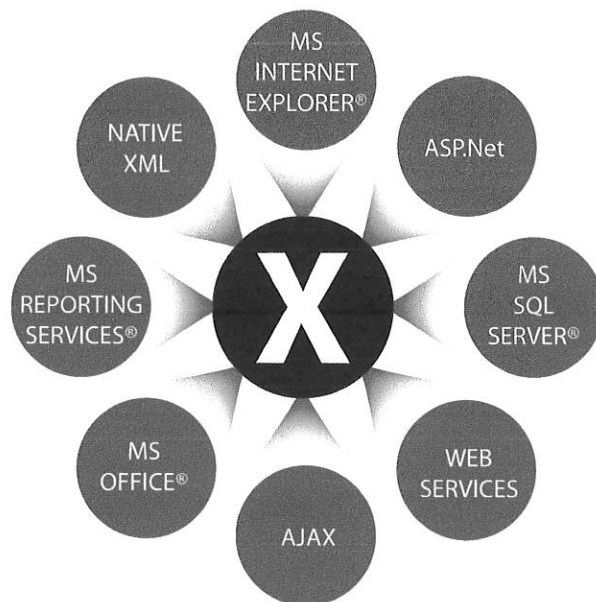
## Workflow

No two laboratories have the same workflow. At Ethosoft, we understand that each laboratory has developed their own interdependent system for projects, chain-of-custodies, samples and testing to meet the regulatory and business needs of their organization. X-LIMS was designed to handle the complex nature of laboratory workflows and integrate with maximum flexibility.

## Excelerator™

Given its powerful calculation engine and ease of use, it is no wonder that MS Excel® is used in almost every laboratory. Companies have countless hours invested in the development of spreadsheets that perform any number of simple to complex calculations. However, Excel is not scalable in a network environment because spreadsheet files cannot be edited by multiple users at the same time. Typical LIMS systems often try to overcome this limitation by replacing laboratory "bench" spreadsheets with similar functionality. The results are usually less than satisfactory as LIMS systems can rarely duplicate the power of the Excel calculation engine.

X-LIMS technology integrates with Excel rather than trying to replace it, offering you a tremendous benefit: Retention of your existing custom-developed spreadsheets. X-LIMS integrates with your laboratory's existing spreadsheets storing them centrally on your LIMS server. The X-LIMS Excelerator™ engine allows laboratories to specify (1) what data may be loaded from X-LIMS into your spreadsheets and (2) what data may be retrieved from spreadsheets to be loaded back into X-LIMS.

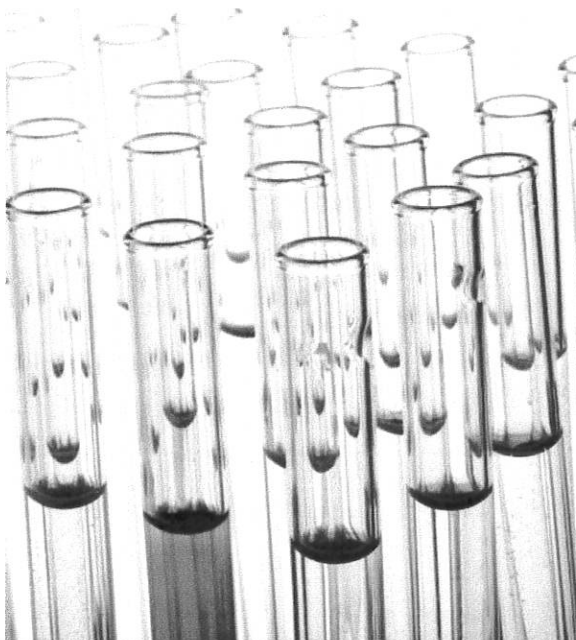


## Audit Anywhere™

While many LIMS systems offer auditing capability over analytical result data, X-LIMS takes auditing to the next level with its Audit Anywhere engine. This innovation allows laboratories to choose specifically what fields to audit anywhere in the X-LIMS application. Simply put, your administrators can now monitor changes to your clients' account information, invoicing and pricing guidelines, test procedures and more. X-LIMS puts this audit control in your hands by providing an interface where the audit settings are maintained and can be changed at any time. Flexibility is a key feature since some labs, according to their business operations, may have different auditing requirements. X-LIMS does not force an Audit Trail – YOU have the option to enable its power and to what degree.

Audit Anywhere allows laboratories to stay compliant with the often complex and ever changing auditing requirements that are necessary for regulatory and certification agencies.

Ethosoft delivers  
the tools you need,  
configured the way  
you need them





# X-LIMS

provides the  
features critical  
to the success of  
any LIMS  
implementation

While X-LIMS is designed to be scalable and flexible, your primary concern when evaluating a LIMS system should be that it achieves its stated mission: Laboratory Information Management.

#### **On-Line Help**

- Context specific help system available on line from any screen

#### **Web-Browser Based**

- Ease of deployment
- Optimized for faster end user experience

#### **Auditing**

- Powerful Audit Anywhere™ engine
- Tracks who, what, and when for data changes

#### **Efficient Sample Receipt:**

- Standardized login templates to reduce data entry for similar events
- Scheduling for the automatic and complete login of recurring events
- Drag and drop functionality for fast and simple changes during login
- Integrated barcode and label printing

#### **Batching Engine**

- Ability to batch across tests
- Intuitive drag and drop functionality

#### **Instrument Management**

- Instrument connectivity for ease of data transfer
- Instrument maintenance and calibration logs

#### **Quality Assurance/Quality Control**

- Configurable to meet the most stringent regulatory and business QA/QC requirements
- Collects historical data for ease in graphing and statistical analysis

#### **Traceability**

- Tracks laboratory reagents from cradle to grave
- Associates reagents with testing data for permanent and complete history

#### **Electronic Data Deliverables (EDD)**

- EDDs can be designed and implemented quickly

#### **Workflow Management**

- Mimics your current workflows so sample and testing tracking can be done on screen
- GUI editor
- Configurable at various levels in the system (projects, chain of custody, samples, tests)

#### **Results Entry**

- Excel data result entry using Excelerator™
- Optional data entry screen capable of numeric/text entry and units of measure
- Configurable color coded limit(s) checking for "out of limit" alerts

#### **Review and Approval**

- Monitors and tracks one or more review/approval milestones throughout the testing life cycle

#### **Reporting**

- Unattended Reporting (scheduled)
- Uses MS SQL Server Reporting Services® (no additional licensing costs)
- Laboratory work lists

#### **Security**

- .NET security algorithms for encryption with level settings

#### **Template Driven Data Entry**

- User created, predefined sets of parameters complete with default results and units of measure



6050 Peachtree Parkway • Suite 240, #249  
Norcross, GA 30092  
(800) 870-7014 • (678) 935-0823 fax  
[www.ethosoft.com](http://www.ethosoft.com)



ETHOSOFT

# X-LIMS Cloud Services



For more Information

Call Ethosoft Sales

**(800) 870-7014**

Or email

**[sales@ethosoft.com](mailto:sales@ethosoft.com)**

Be sure to mention X-LIMS Cloud  
Services

## The Cloud and X-LIMS

The recent explosion in Cloud technology and services in the marketplace is rapidly changing the landscape and nature of computing applications. Software that once required internal IT hardware and resources can now be downloaded and used with nothing more than an internet connection and a web browser. In addition, Cloud technology continues to drive down the total cost of software ownership by allowing consumers to pay for only the services they need and use.

X-LIMS is designed and engineered using latest internet technologies and is well suited to being run from the Cloud. By subscribing to X-LIMS Cloud Services, customers can be assured that they are getting a powerful LIMS system in a secure, Cloud environment.

---

*"X-LIMS is designed and engineered using latest internet technologies and is well suited to being run from the Cloud."*

---

## X-LIMS Cloud Services Plan

The X-LIMS Cloud Services Plan includes\*:

- No high cost license fees
- No infrastructure costs
- Secure data connections
- Customers are charged
  - A monthly fee per user
  - Yearly maintenance

\* Customer is responsible for training costs.




 Search

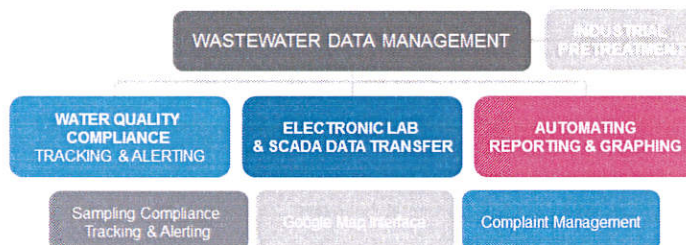
Client Login

[Home](#) [Products](#) [Services](#) [Customers](#) [Resources](#) [Partners](#) [About](#)

## Products

[Drinking Water Information Management](#)
[Wastewater Information Management](#)
[Wastewater Data Management](#)
[Wastewater Data Reporting](#)
[Wastewater Compliance Requirements](#)
[Wastewater Exceedance Alert](#)
[Wastewater Sampling Schedule](#)
[Wastewater Mapping Service](#)
[Web-Based Wastewater Solution](#)
[CIWQS Reporting Tool](#)
[NetDMR Reporting Tool](#)
[Maintenance Management](#)
[Industrial Pretreatment Information Management](#)
[Complaint Management](#)
[DEMO REQUEST](#)
[Home](#) >> [Products](#) >> [Wastewater Information Management](#)

## Water Quality - Wastewater Data Management



Managing wastewater data from a variety of different sources and formats is a challenge that utilities, agencies, and industries face.

WaterTrax helps you take control of your wastewater data by:

- Consolidating all your wastewater system data into one centralized location
- Generating reports quickly and easily
- Meeting stringent compliance requirements
- Automatically receiving email alerts for water quality exceedances
- Managing complex sampling schedules
- Visual mapping of sample points
- Accessing your data anytime and anywhere with a web-based solution

Watch the webinar and demonstration: [Manage Water Quality Easily and Accurately with WaterTrax Data Management](#)

Download the information sheet: [Wastewater Data Management](#)

### POPULAR SEARCHES

[Water Data Management](#)
[Water Data Reporting](#)
[Wastewater Data Reporting](#)
[Water Maintenance](#)
[Management](#)
[Wastewater Maintenance](#)
[Management](#)
[Water Sampling Schedule](#)
[Wastewater Sampling](#)
[Schedule](#)
[Water Information](#)
[Management](#)
[Wastewater Information](#)
[Management](#)
[Water Regulatory Compliance](#)

### CONTACT

Phone: 604 630 3700

Toll Free: 1 866 812 2233

Customer Support: 1 866 933 3710

Sales Inquiries: [sales@watertrax.com](mailto:sales@watertrax.com)

Lab Support: [labsupport@watertrax.com](mailto:labsupport@watertrax.com)

Follow Us:



### WATER & WASTEWATER INFORMATION MANAGEMENT

WaterTrax provides a suite of reliable and easy-to-use water and wastewater information management products to help organizations manage their water and wastewater data efficiently, while ensuring compliance with regulatory requirements. Established in 2000, WaterTrax has a growing client list of more than 200 leading municipalities and agencies that manage over 3500 water and wastewater systems across North America.

[Privacy Policy](#) | [Sitemap](#) © 2015 WaterTrax

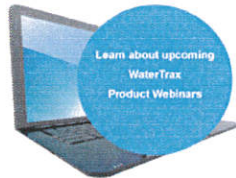
Web Marketing Software by Marquis


 Search

Client Login

[Home](#) [Products](#) [Services](#) [Customers](#) [Resources](#) [Partners](#) [About](#)

## Customers

[Drinking Water Case Studies](#)
[Wastewater Case Studies](#)

[Home](#) >> [Customers](#)

## WaterTrax Customer Case Studies

North America's leading water and wastewater organizations rely on WaterTrax to deliver a reliable information management solution that aids them in protecting the public and environmental health and safeguards water supplies for citizens. WaterTrax's customer base includes government and health organizations and leading municipalities that manage over 3500 water and wastewater systems.

### Featured WaterTrax Customers Stories:



[The Township of Langley](#) trusts WaterTrax to be another set of eyes, reviewing their data, ensuring they are in compliance.



[The Resort Municipality of Whistler](#) chose WaterTrax to help centralize their data and facilitate easier data management.



[Gallatin Public Utilities](#) utilizes WaterTrax to consolidate all data into a centralized database and visualize water quality and customer complaints.



[Alberta Capital Region Wastewater Commission](#) uses the WaterTrax Water Quality Report to improve efficiency in their Source Control Program reporting.



[Utilities Kingston](#) Implement WaterTrax Maintenance Management to streamline their operations and develop a proactive maintenance program.



[Boundary Bay Assessment and Monitoring Program](#) Partners Collaborate to Protect the Environment.



[Castlegar](#) Discovers WaterTrax to Tackle Their Data Management Needs While Ensuring Compliance with New Water Regulations.



[The City of Davis](#) Implements WaterTrax to Manage Their Well Water Quality Data and Establish Process in the Organization.



[Halifax](#) Deployed WaterTrax Quickly and Easily to Comply with New Government Regulations for Drinking Water Quality.



[The City of Kelowna](#) Improves Efficiency and Costs Associated with Water Quality Information Management by Implementing WaterTrax.



[The Loyalist Township](#) Adopts WaterTrax to Proactively Manage Their Increasing Water Quality Information.



[The Town of Midland](#) Turned to WaterTrax to Help Manage Increasing Water Quality Regulations in Ontario.



[The City of Nanaimo](#) Implements WaterTrax's Water Data Management Solution to Consolidate Data to Make Informed Decisions Quickly and Confidently



[The Town of Newmarket](#) Ensures Accuracy, Improves Access, and Saves Time by Implementing WaterTrax



[Park Water Company](#) Delivers Faster Water Quality Test Results, Rapid Laboratory Data Transfers, and On-Time Regulatory Reports with WaterTrax



[San Jose Water](#) Meets and Surpasses its 100% Commitment to Public Health with WaterTrax



[SaskWater](#) Closes the Information Gap Between Head Offices and Remote Testing Sites by Using Web-Based WaterTrax

#### POPULAR SEARCHES

<a href="#">Water Data Management</a>	<a href="#">Water Sampling Schedule</a>
<a href="#">Water Data Reporting</a>	<a href="#">Wastewater Sampling</a>
<a href="#">Wastewater Data Reporting</a>	<a href="#">Schedule</a>
<a href="#">Water Maintenance Management</a>	<a href="#">Water Information Management</a>
<a href="#">Wastewater Maintenance Management</a>	<a href="#">Wastewater Information Management</a>
	<a href="#">Water Regulatory Compliance</a>

#### CONTACT

Phone: 804. 830. 3700  
 Toll Free: 1 866. 812. 2233  
 Customer Support: 1 866. 933. 3713  
 Sales Inquiries: [sales@watertrax.com](mailto:sales@watertrax.com)  
 Lab Support: [labsupport@watertrax.com](mailto:labsupport@watertrax.com)

Follow Us:   

#### WATER & WASTEWATER INFORMATION MANAGEMENT

WaterTrax provides a suite of reliable and easy-to-use water and wastewater information management products to help organizations manage their water and wastewater data efficiently, while ensuring compliance with regulatory requirements. Established in 2000, WaterTrax has a growing client list of more than 200 leading municipalities and agencies that manage over 3500 water and wastewater systems across North America.

[Privacy Policy](#) | [Sitemap](#) © 2015 WaterTrax

[Web Marketing Software](#) by Marquis



# Matrix Gemini LIMS for Environmental Laboratories

**Autoscribe**  
Informatics, Inc.



***“Ready to use immediately while easily  
accommodating your special requirements”***

For the first time, environmental and water testing laboratories can implement a Laboratory Information Management System (LIMS) that is installed “ready to go”, but that is easily tailored to match the unique requirements of each individual laboratory. Such changes are achieved without writing any new code, or learning any esoteric scripting language; making implementation faster and support easier, resulting in less expense for you.

Matrix Gemini LIMS is a Microsoft .NET product that fits the needs of the modern computing environment, providing an excellent long-term investment. It may be used with either a Microsoft SQL Server or Oracle database. Use of web clients provides convenient access by operators outside the laboratory, such as plant staff, field samplers and external customers.

It is a scalable application and may be installed by laboratories of all sizes, from large, multi-site organizations providing analyses for thousands of samples and customers, to laboratories on a much smaller scale.

It also supports contract testing laboratories and can include quoting and invoicing capabilities as well as links to the company web site, providing rapid reporting to customers.

## **Quotes from existing Matrix customers in environmental laboratories:**

“ Laboratory productivity has improved such that 14 people are able to do the same work that used to require 16” – *Michael Arraste, QA Manager, City of Henderson, Nevada*

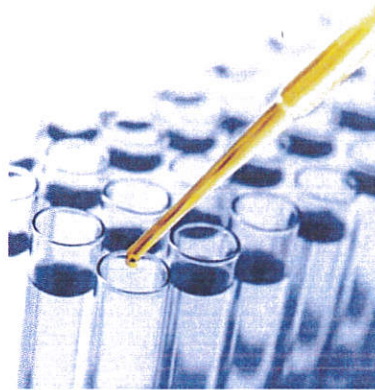
“The system meets our needs. It has allowed us to be more efficient at a time when every dollar counts.” – *Laura Giuliano, Quality Assurance Officer, City of Las Vegas, Environmental Division*

“I’m sure we could not have achieved what we have with any other system – we are able to modify the system according to the needs of the laboratory and our customers” – *Jurgen van Kammen, Founder, Envirocontrol BVBA, Belgium*



## Comprehensive Functionality with the power to adapt

- Login of single or multiple samples with automatic assignment of configurable sample number.
- Easy definition and tracking of projects, including samples from known sample routes or sampling schedules.
- Use of template samples to automatically schedule routine tests with associated limits.
- Sample bottle labels and worklists can be printed to send along with the sampling containers and blank chain of custody (C-O-C) forms.
- Full support for printing and reading 1D or 2D barcodes is provided throughout the workflow process.
- When the samples arrive back in the laboratory, the C-O-C can be scanned and stored with the sample or batch record.
- Automatic calculations of due dates and hold times for both preparation and analysis. Samples that are approaching their expiration date can be flagged and can be prioritized.
- The storage location of the samples, and any splits or sub-samples, is entered and tracked.
- Where needed, prep batches are created, along with the appropriate Quality Control samples such as blanks, duplicates, spikes, matrix spikes and surrogates, (reagent and batch tracking are also available).



- Sample Scheduling; routine collection of samples can be scheduled on a daily, weekly, monthly, quarterly, semi-annual or annual basis.

**Schedule Batch Edit**

Batch Code: Set-0011

Batch Description: Ad-HocTestBatch

Last Registration Date:

Schedule Type: Ad-Hoc

Days in Advance: 10

Times Per Day: 3

Schedule Start Date:

Schedule End Date:

Day of Week:

Day of Month:

Time of Day:

☐ Daily ☐ Include Sat/Sun ☐ Month By Date ☐ Annually

☐ Weekly ☐ Month By Day of Week ☒ Ad-Hoc

☐ Bi-Monthly ☐ Quarterly

Select Dates



- Worklists of samples that are prepared and awaiting testing are created and printed to assist in loading the instrument or they may be downloaded as a sequence file to the instrument interface.
- Results for tests are entered manually or imported electronically from the instruments connected to your network.

SampleCode	ComponentCode	ComponentName	ReportID	Numeric	AlphaRe	Dilution	Data_Qu	Flag	Reporter	Units	Amt_Adk	RecoveryFlag	PercentRecc	RPDFlag	RPD
000176-2004	AG	Silver, Ag	<input checked="" type="checkbox"/>	0.005		1			0.005	ug/L					
000176-C	AG	Silver, Ag	<input checked="" type="checkbox"/>	16.5		1		J	16.5	ug/L	15		110		
000176-C-Dup	AG	Silver, Ag	<input checked="" type="checkbox"/>	15.9		1		J	15.9	ug/L	15		106		3.7
11-00049-001	AG	Silver, Ag	<input checked="" type="checkbox"/>	14.2		1	B	J	14.2	ug/L					
11-00049-001-Dup	AG	Silver, Ag	<input checked="" type="checkbox"/>	14.4		1		J	14.4	ug/L					0
11-00049-002	AG	Silver, Ag	<input checked="" type="checkbox"/>	12		1			12	ug/L					
11-00049-002-Spi	AG	Silver, Ag	<input checked="" type="checkbox"/>	17.5		1		J	17.5	ug/L	5		110		
11-00049-002-SpiMSD	AG	Silver, Ag	<input checked="" type="checkbox"/>	18		1		J	18	ug/L	5		120		2.82
11-00049-003	AG	Silver, Ag	<input checked="" type="checkbox"/>	16.6		1		J	3192	ug/L					

- When a run is completed, the results are calculated automatically for all unknown and QC samples. These may be reviewed in context and decisions as to the validity of the run made by QA, along with the need for any re-tests or dilutions.
- Any problem results are flagged automatically and automated warnings may be sent.
- Once the reviewer is satisfied that the run is valid, the results can be marked with a status of validated or reviewed.
- When all the test results for a specific sample have been entered and validated, the sample is marked as "Approved" and is ready for formal reporting.
- All reports are produced using Crystal Reports which is closely integrated with Matrix Gemini and hence may be designed to fit the requirements of different recipients as to contents and format.
- Results may also be sent out electronically as Electronic Data Deliverables; if that is the preferred mechanism.
- Historical data is available for review on demand.
- When the test results are reported, Matrix Gemini may generate the appropriate invoice for the customer.
- Matrix Gemini provides comprehensive traceability of all data and information generated and stored within the system, including a full audit trail and searchable event log.
- Matrix Gemini provides the tools to comply with all relevant regulations and accreditation.



***All this functionality and more - available on installation!***



## Intelligent use of web technology

Several modern LIMS offer web clients as an alternative to a conventional Windows® client. However, only Matrix Gemini offers the same design screens on both. When you make any change to a Windows screen it is immediately available as a web form. You have almost all operational functionality via the web. Hence the web interface may be used for:

- Entering sampling information in the field such as location (GPS location); source; project; customer; collection time and date; collector's ID; required turn-around time; priority; etc.
- Entering field sampling results such as temperature, atmospheric pressure, flow and more.
- Reviewing approved results in a final report by a customer or client.



*A Modern design delivers greater efficiency.*

## Complete Automation

Matrix Gemini offers the capability of linking to most analytical instruments via a well documented API. Instruments such as GC; LC; IC; ICP-OE; ICP-MS, AA, auto-titrators and more may be connected on-line to speed result entry and minimize transcription errors. Simpler instruments with RS 232 or similar outputs require the use of a "wedge" device, supplied by Autoscribe Informatics, Inc., that provides for a result value to be transferred directly into a Matrix result entry grid.

Results from several tests on the same sample or even on different samples, can be combined using an automated calculation to produce the final result, such as expressing concentration on a "dry weight" basis.

Any results that violate set limits are identified immediately and automated warnings of the violation can be sent.

Matrix Gemini is easy to integrate with other information systems that are part of your organization, including routing systems, regulatory reporting systems, data warehouses, SCADA systems and more.



## Optimize the performance of your lab

Besides reports and invoices sent to the customer or submitter, Matrix Gemini generates many reports that help measure and manage the performance of the laboratory. Information such as average turnaround times; number of tests completed, reviewed and reported by the day, week or month; number of samples scheduled, but not collected; number and types of tests completed over a selected period; number of adverse results entered and much more.

This information can be printed as reports but may also be displayed on a number of company-wide or departmental bulletin boards and dashboards in the Matrix Gemini system.



## Assist with your compliance activities

Matrix Gemini is developed by Autoscribe in an ISO 9001-2008 certified process. Full documentation of the requirements, design and testing ensure a quality product that greatly assists with compliance requirements.



Matrix Gemini has functionality required to support the attainment and compliance with ISO 17025 and NELAC standards and regulations. These include:

- Role based security and comprehensive audit trails.
- Document Management for your test methods and SOPs.
- Asset Management to manage and track the calibration and maintenance of instruments and test equipment.
- Competency tracking to manage and track analyst certification.
- Chemical inventory and reagent tracking with batch records.
- Resource planning and scheduling.



## Genuine Configurability

Matrix Gemini includes unique, extremely powerful configuration tools that, with training, may be used to change and create new workflows, screens, menus, lists and much more. All such changes are made without having to learn any programming or scripting language. The tools are "point and click"; "drag and drop" and Autoscribe Informatics, Inc. conducts regularly scheduled training classes in how to use them most effectively.

This uniquely configurable design ensures that as regulations, customer requirements, report formats and methods change, you are able to maintain your Matrix Gemini system yourself, saving time and money. Of course, Autoscribe Informatics, Inc. is available to make the changes for you, using the same tools, if you prefer.



***Choosing Matrix Gemini LIMS for your environmental laboratory and contracting with Autoscribe Informatics, Inc. to implement it is a winning solution in every way***

"LIMS is an essential backbone of any laboratory and you must pick the right LIMS for your needs. Matrix LIMS has the flexibility that we need for our work" – *Tracy Wood, Co-Director of Prince Edward Island Laboratories*


"I really like the system – I usually would not like to be in sales, but I could sell Matrix because I believe in this product and it works!" – *Dana La Rance, Laboratory Manager, City of Henderson, NV*

**For further information or to arrange your personal product demonstration, please email:**

[sales@autoscribeinformatics.com](mailto:sales@autoscribeinformatics.com)

Alternatively contact us at:

Autoscribe Informatics, Inc.  
29 Simpson Lane  
Falmouth, MA 02540  
Tel: 508-457-7911  
Fax: 508-457-7993  
E-Mail: [sales@autoscribeinformatics.com](mailto:sales@autoscribeinformatics.com)  
Web: [www.autoscribeinformatics.com](http://www.autoscribeinformatics.com)

  
**Autoscribe**  
Informatics, Inc.