EST analytical — *Rely On Us*

OEM Partnership Program

Who We Are

For 30 years, EST Analytical has been a leader providing automated solutions that improve productivity and efficiency in the laboratory. As an ISO9001: 2015 Certified USA based manufacturer, we strive to offer products that are of the highest quality, reliability and value backed with support that has no rival in the industry. Involved in automation platforms since 1991, EST Analytical autosamplers have been manufactured and installed worldwide to a variety of industries. The current range of autosampler models outlined in this brochure represent state-of-the-art autosampler design. The team at EST Analytical embodies years of experience working with various leading scientific manufacturers. The result is a global customer base who choose our autosamplers as their preferred solution. Customers choose EST Analytical over and over again for a simple reason, our commitment to you.

Why EST?

EST Analytical understands that a successful OEM relationship means more than just designing and manufacturing a quality product. Our team of engineers and chemists take your specific requirements and realize it is our responsibility to understand the parameters that make your application a success. Your success depends not only on a reliable electromechanical solution, but software and application support as well. As a true partner in a complete OEM relationship, we offer a complete solution, responsiveness and flexibility that you are looking for in a partner.

Over the past several years, EST Analytical has tracked customer satisfaction in both our products and the quality of our technical support. Over 97% of customers say they would do business with EST Analytical again.

EST Analytical Offers:

- Large or small, your success is important to us
- Exceptional reliability through proven mechanical design
- Ability to move liquid, gas or solid objects such as vials
- No regular on-going user maintenance required
- EST Analytical's Software Suite –OEM customers may choose to re-brand existing software that offers unparalleled control and ease of use
- EST Analytical's utility software – a test and diagnostic tool for our OEM customers to assist in developing new applications and for product troubleshooting
- Complete API for OEM's to embed control of EST Analytical systems within different software platforms
- Customization – With 3D printed rapid prototyping, electro-mechanical and software development all working toward a solution, systems can be customized to your specific criteria and application
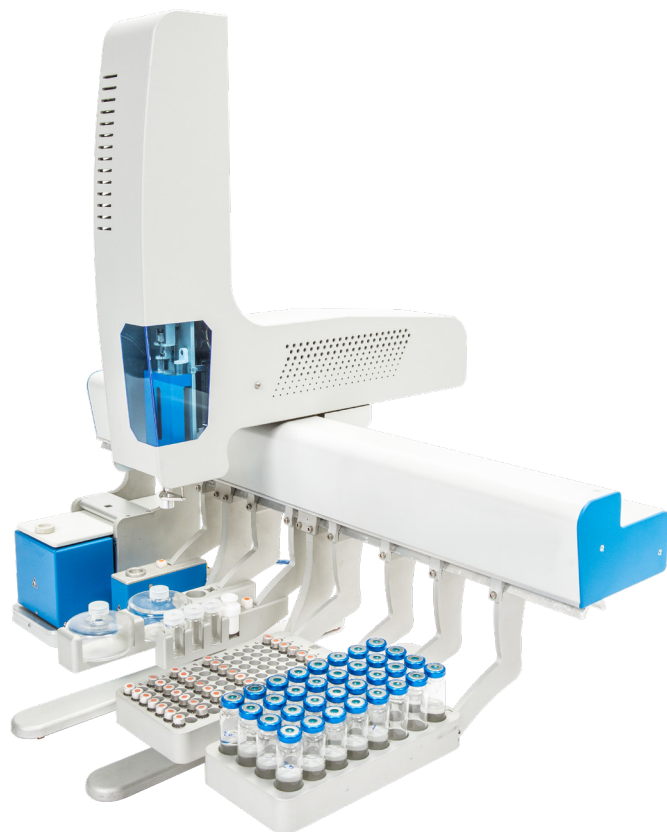
Flex Platform

Designed as an OEM product from the beginning, the Flex offers a variety of features that result in a high level of reliability and customization.
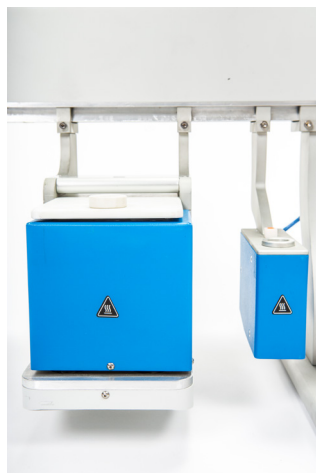
A new, patented design with integrated Machine to Machine (M2M) communication protocol delivers wireless communication for up to 32 external devices. M2M eliminates cables which can fail over time, and ensures that customers can always add additional features to the platform as they evolve.

The system can be easily configured to move liquids, gases or solid objects/vials from location to location.

Heated and cooled stations for incubation or to facilitate reaction chemistry can be easily accomodated. A standard system is 83cm long, but shorter or longer versions up to 2.4 meters can be easily manufactured.

Flex 83cm rail sampler configured for sample preparation routines.

Heated shaker/incubation stations

20ml vial tray

AS120

A small package with a proven design, the AS120 platform offers great value. Controlled through a handheld controller or through your front end software through our API, the AS120 can be configured with various tray sizes and can mount on almost any gas chromatograph.

The AS120, while simple in its design, has a tremendous amount of control over all motor speeds and offers a great value in a small package.

Including:

- The AS120 can be configured with a wide variety of tray sizes
- Uses off the shelf syringes with sizes ranging from .5ul to 100ul.
- Variable injection and syringe fill rates
- Easy to install mounting kits are available for almost any platform
- Can be configured with a magnet to move vials or other containers
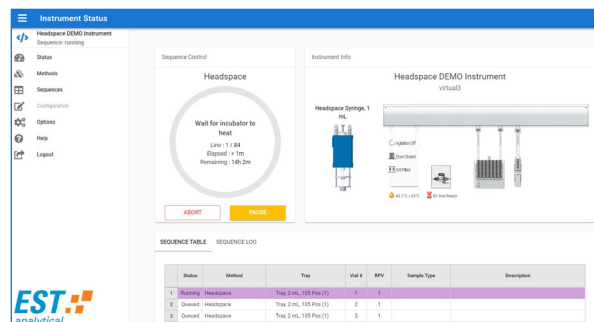
Value

FlexOS Solutions

FlexOS consists of two major software components, FlexOS and FlexSDK. FlexOS is the applications that ships with every Flex Instrument, providing Instrument configuration and operation capabilities. FlexOS provides the user the ability to utilize all of the available Flex features and operational modes, including:
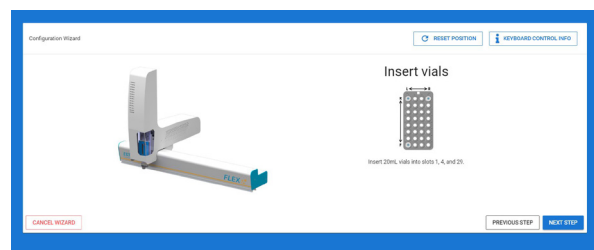
- Liquid
- Headspace
- SPME
- Sample preparation

- Flex Accessory Library
- Flex Method Builder
- Flex Sequence Builder
- Flex Log and Reporting

OEM customers can choose to use the standard FlexOS software, or the software can be branded including name and color changes to match your marketing preferences. As an alternative for OEMs who do not prefer to brand FlexOS, we provide the FlexSDK (software development kit). The SDK allows the user to control all aspects of the instrument and to write routines that can be embedded in their own front-end solution.
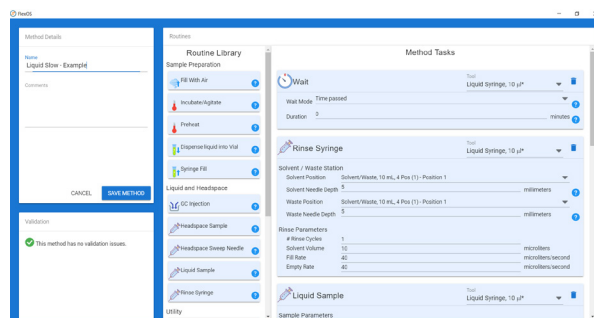
We realize that the user experience centers on a robust, easy to use software platform and we work closely with our partners to ensure that the OEM, and most importantly the customer's expectations, are exceeded.
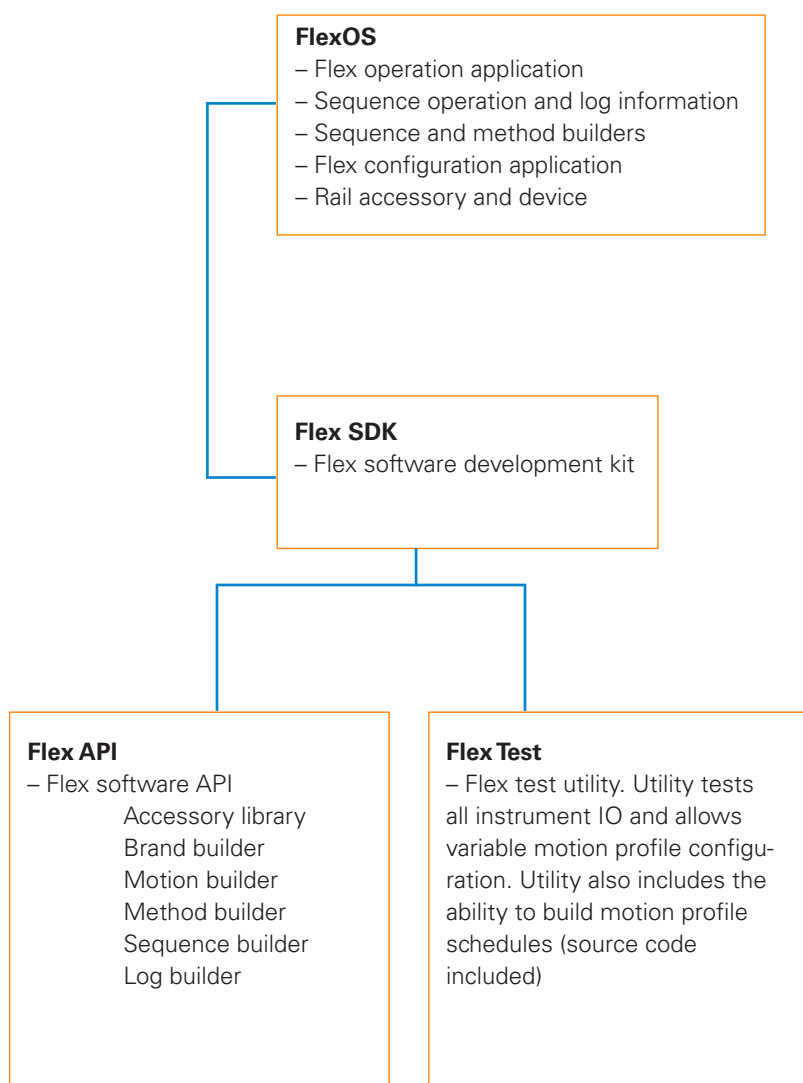

Status Screen

Configuration Screen

Method Editor

FlexOS is the main user software that allows the development of new methods, sequences and reports. Our innovative drag and drop Method Builder makes programming even the most difficult methods simple and intuitive. The instrument can also be easily configured and calibrated during setup. The user can select from a library of available options and drag and place them on the rail of the autosampler to configure the instrument.

FlexOS
– Flex operation application
– Sequence operation and log information
– Sequence and method builders
– Flex configuration application
– Rail accessory and device

Flex SDK
– Flex software development kit

Flex API
– Flex software API
    Accessory library
    Brand builder
    Motion builder
    Method builder
    Sequence builder
    Log builder

Flex Test
– Flex test utility. Utility tests all instrument IO and allows variable motion profile configuration. Utility also includes the ability to build motion profile schedules (source code included)

Specifications

	Flex	AS120
Reliable X,Y,Z Design	Yes	Yes
Wireless MTM capability	Yes	No
Syringe Size	Up to 5ml	Up to 100ul
Heated Incubator/Shaker	Yes	No
SPME Capability	Yes	No
API Available	Yes	Yes
Light Sensor for Calibration	Yes	No
Various Sizes Available	Yes – 83cm standard (122cm and custom sizes available)	No (fixed @ 54cm wide)
Hand Held Controller	No – Software Only	Yes
LAN Control	Yes	No - USB & Serial
Wide Variety of Syringes Available	Yes	Limited
Dimensions	83cm W x 56cm H x 49cm D	54cm W x 43.8cm H x 26.2cm D

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