QUARTZY

UCLA Training
Jan 10, 2024

Transform how your lab **buys, tracks**, and **manages** supplies with the leading connected lab platform

Recording Link

Presenters

Samantha Savage
Manager of Customer Success
Quartzy

Sofia Arce
Account Manager - CA, TX & CO
Quartzy

Quartzy Confidential & Proprietary

Agenda

1. Quartzy Introduction
2. Shopping with Quartzy
3. Live Demo: See Quartzy in Action
    a. Shop
    b. Requests
    c. Inventory
4. Using Quartzy to the Fullest
5. Getting Started Checklist
6. Q&A

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Meet the Founders

Created by scientists for scientific labs

Co-founders **Adam Regelmann** and **Jayant Kulkarni** were leading research at Columbia University, when they aspired to create a universal lab management solution to solve the common problems they faced everyday in the lab.

Today, Quartzy is used by over **500,000** users worldwide

Jayant Kulkarni
PhD, Cornell
CEO

Adam Regelmann
MD, PhD, Columbia
CPO

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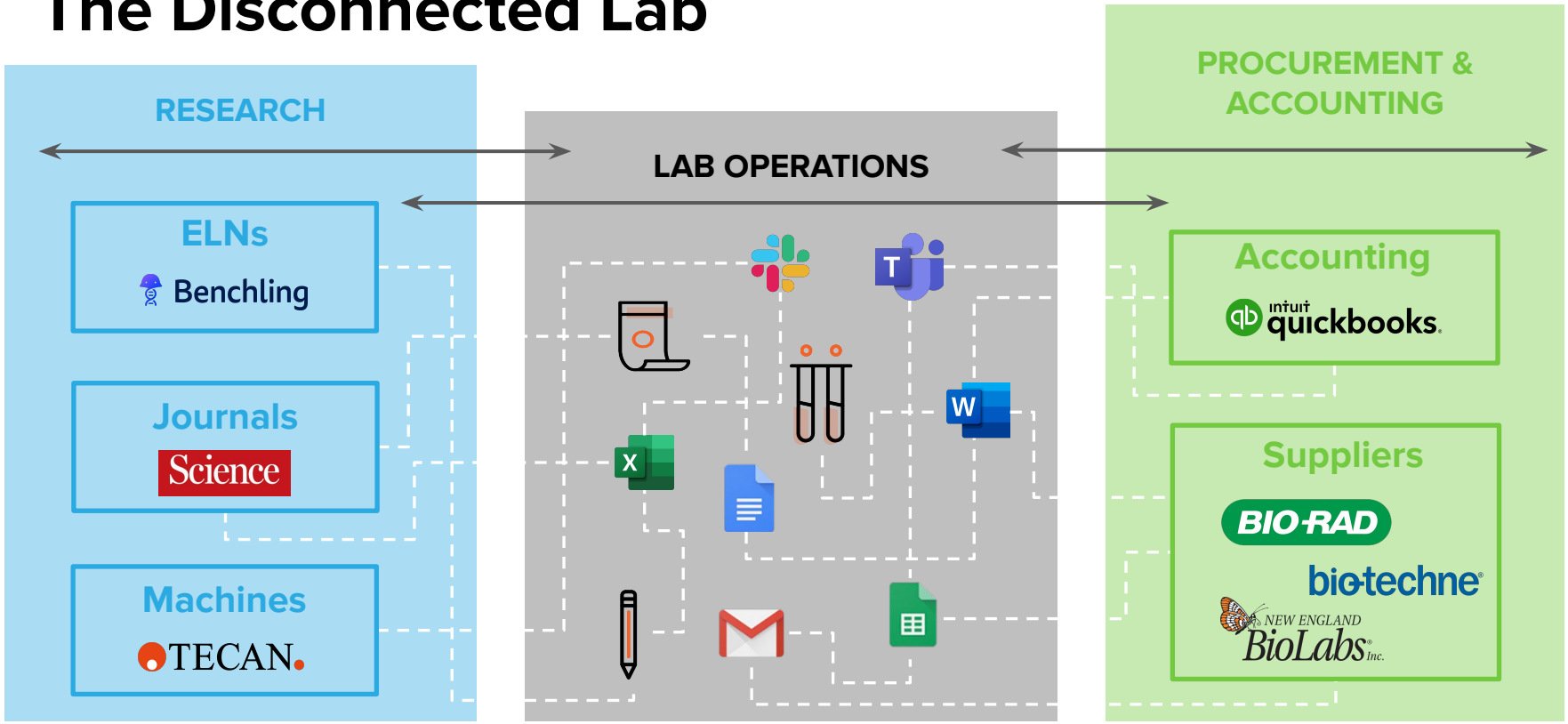
The Current Landscape

The Disconnected Lab



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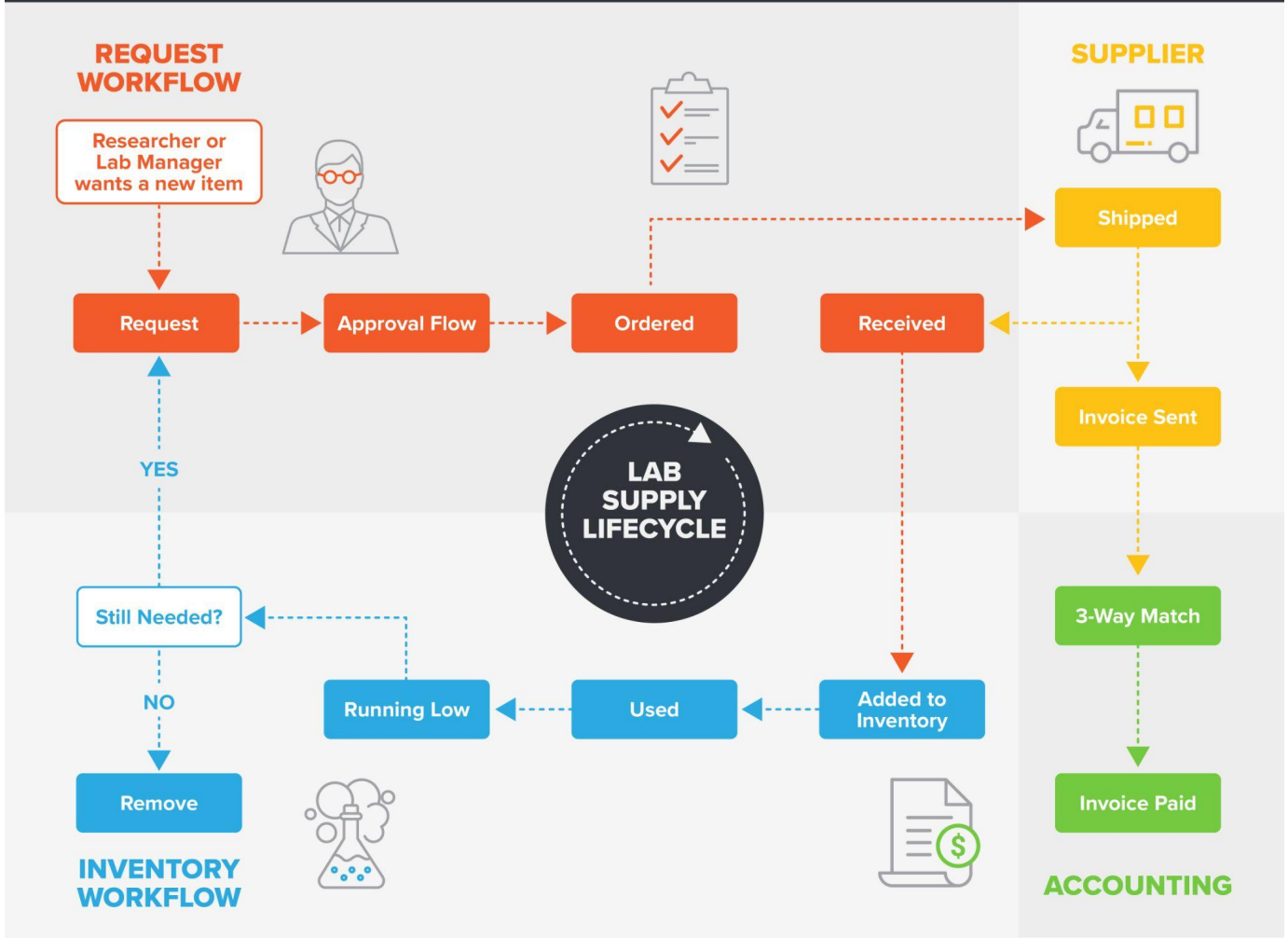
The Quartzy Solution

Accelerate the pace of discovery with Quartzy's connected lab platform



Quartzy helps scientists by creating a Connected Lab

- Track orders
- Pull reports
- Monitor supply levels

...and more!

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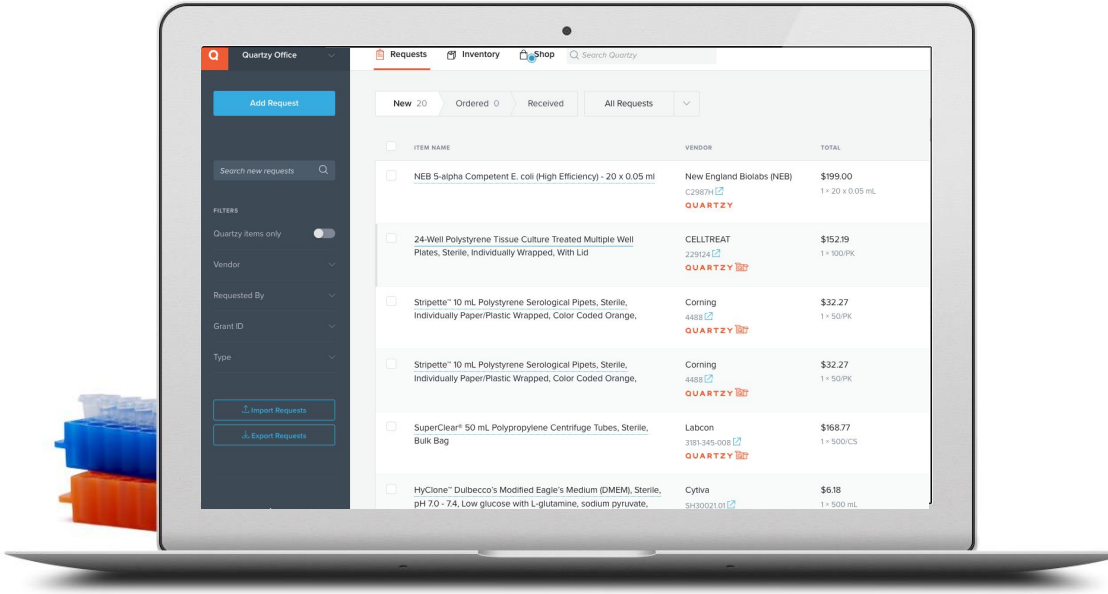
Quartzy meets laboratory's top 3 needs

1 Easily track lab inventory

2 Efficiently process supply requests

3 Quickly buy, and track supplies



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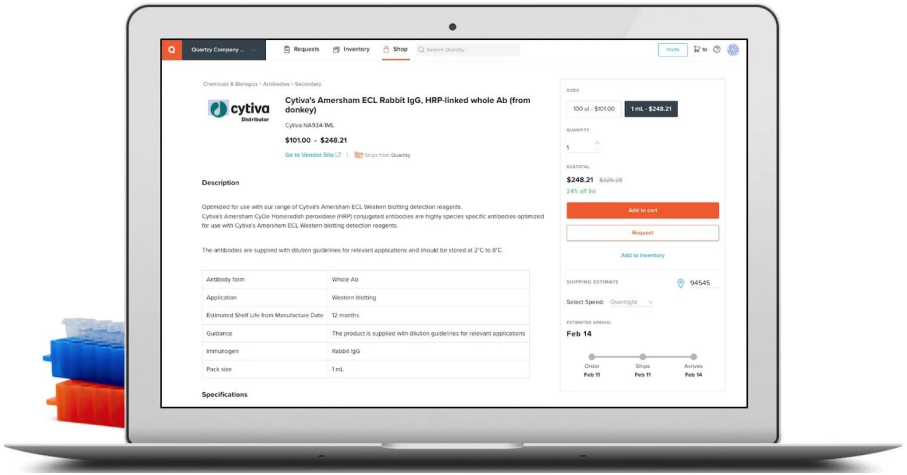
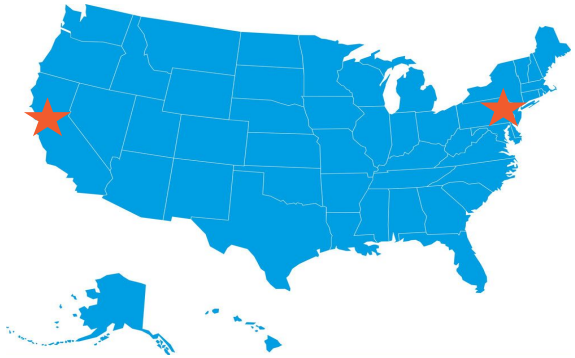
Shopping with Quartzy

The one-stop-shop for all of your lab supplies

- Access UCLA's pre-negotiated deep lab supply discounted pricing w/ free standard shipping
- Browse 14M products from >1,800 leading life science brands by supply categories
- Additional special pricing quotes can also be provided exclusively for your lab(s) upon request





Two distribution centers in the USA

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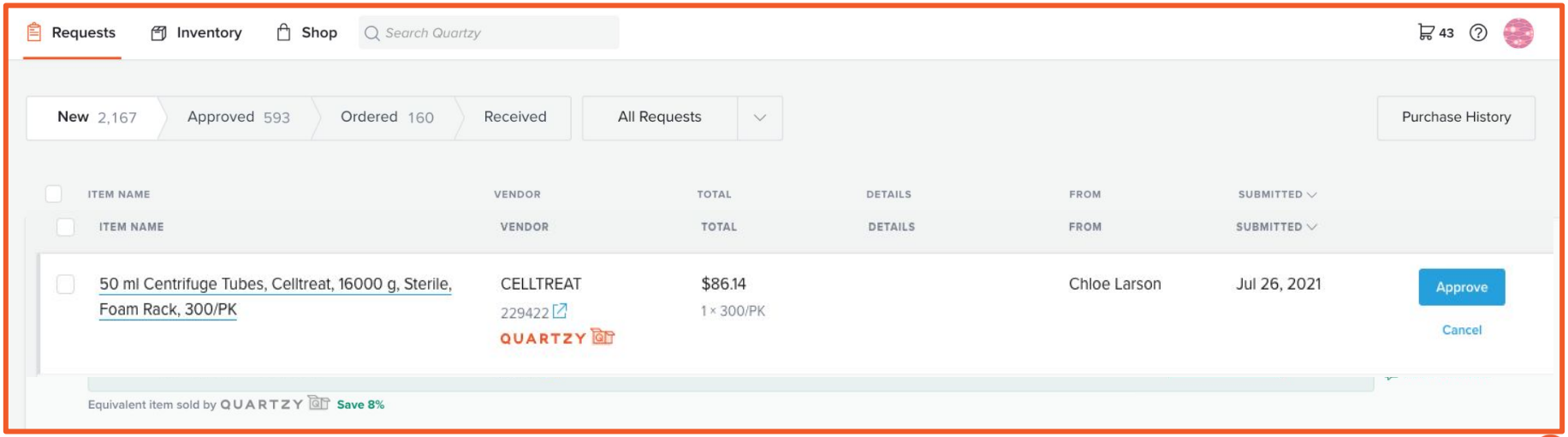
Quartzy Quotes



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What is an Exact Match?

An **Exact Match** is exactly the same as the item that was originally requested. This means that the manufacturer and the manufacturer part number are exactly the same!

Vendor	Fisher	VWR	Thomas Scientific
Catalog #	07-764-700	89133-478	1223N47
Description	Corning™ Lambda Plus Single-Channel Pipettor, Adjustable	Corning® Lambda™ Plus Single-Channel Pipettor, Corning®	Lambda™ Plus Single-Channel Pipettors
Volume	0.2 to 2 µL	0.2 to 2 µL	0.2 to 2 µL
Manufacturer	Corning	Corning	Corning
Part #	4070	4070	4070
Image			

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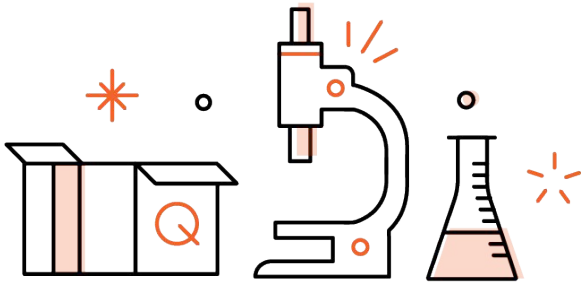
What is an Equivalent Match?

An **Equivalent Match** is a scientifically vetted alternative product with identical or superior specifications.
You should be able to substitute a Quartzy Equivalent Match into your workflow with little to no changes to your protocol's speed, ease, and quality of results.



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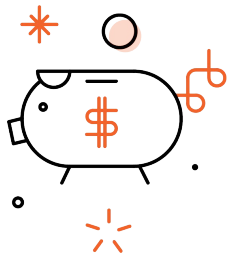
How can Equivalent Matches benefit my lab?

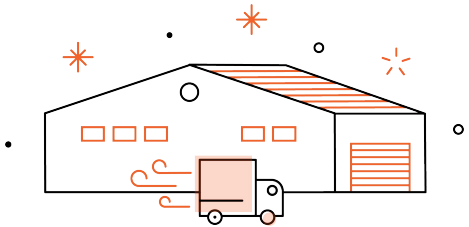
Cost

You will *only* receive an equivalent match if we can beat the **price per unit** on your request — and the savings are often significant



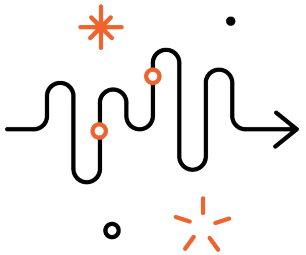
Speed

If the exact item you request is on backorder, Quartzy will attempt to offer an equivalent item with better availability



Convenience

Discover new brands and products without any extra effort or hassle



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What you get when ordering from Quartzy

1. Competitive pricing w/ free standard shipping on orders >$199
2. Vendor communication and order updates are on us
3. Active order tracking
4. Conveniently located QFC in Hayward, CA to get products to you faster
5. Dropshipping provided from our partner suppliers if we don't have it in stock

And...

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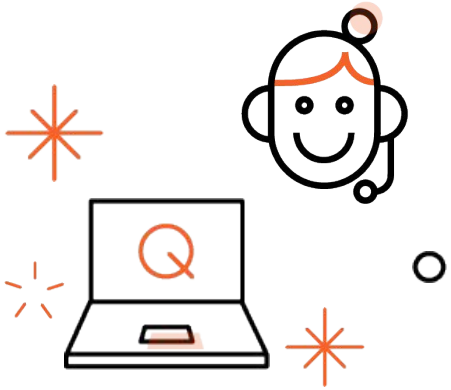
What sets us apart!

Our ***delightful*** Customer Support Team, with a satisfaction score ***above 97%***



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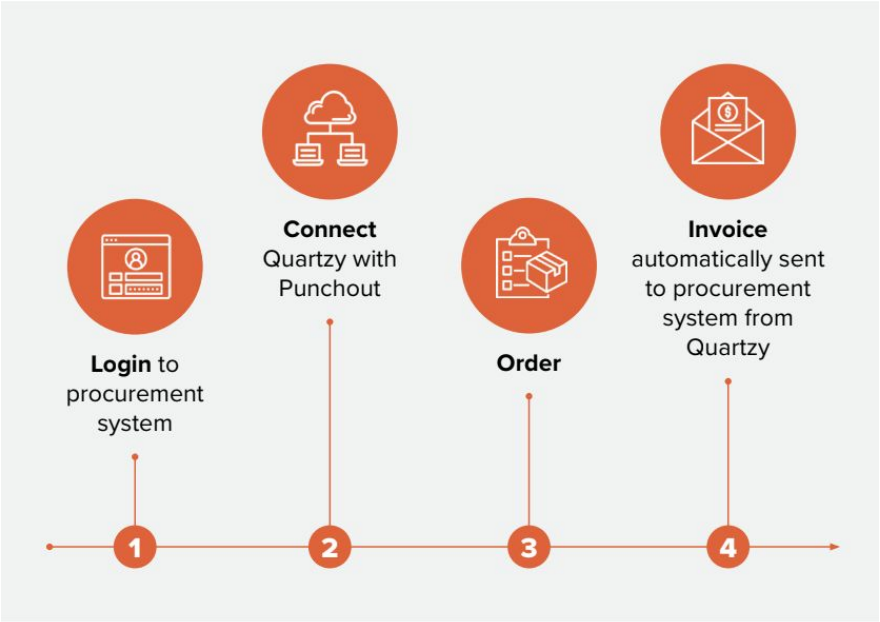
Purchasing made easy with Quartzy PunchOut

1. From **BruinBuy Plus**, click the QUARTZY tile
2. In **Quartzy**, add the items you'd like to purchase to the cart
3. Review order details in the cart
4. Select **Submit Purchase Request** to transmit your cart to BruinBuy Plus
5. In **BruinBuy Plus**, complete your requisition and **submit for approval**. A PO will be sent from BruinBuy Plus to Quartzy for fulfillment!



User Guide:
[Purchase from Quartzy at University of California, Los Angeles (UCLA) using PunchOut]

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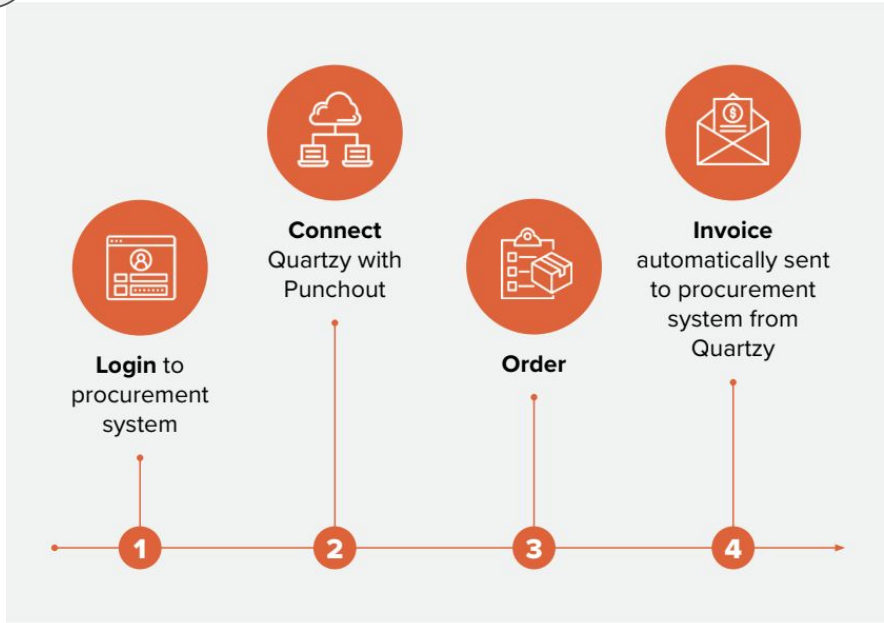
Purchasing made easy with Quartzy PunchOut

EVERY NEW LAB RECEIVES $250 TO PURCHASE LAB SUPPLIES USING QUARTZY PUNCHOUT.

Promo codes are single-use and expire after 60 days. The code will present in your Quartzy cart for you to apply to your order of >$250.

Apply a promo code using Quartzy Shop PunchOut



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Demo:
See Quartzy in Action!

- Quartzy Shop
- Maximizing your use of the Requests module
- Inventory introduction

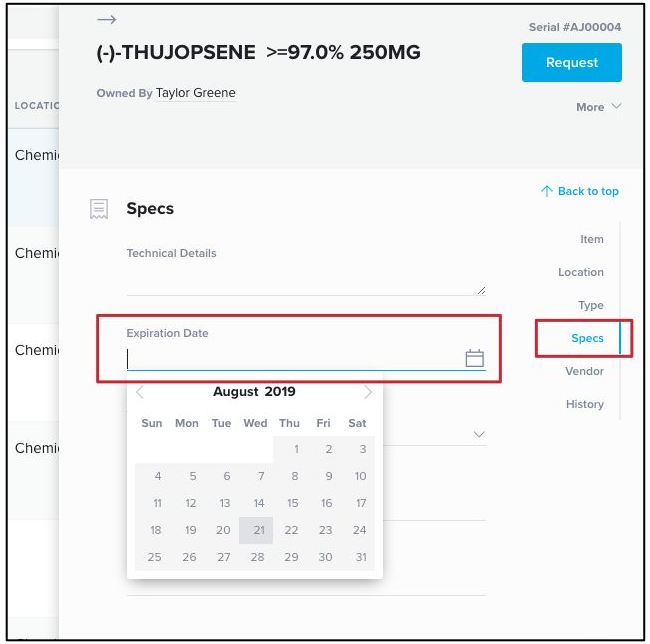
Using Quartzy to the Fullest

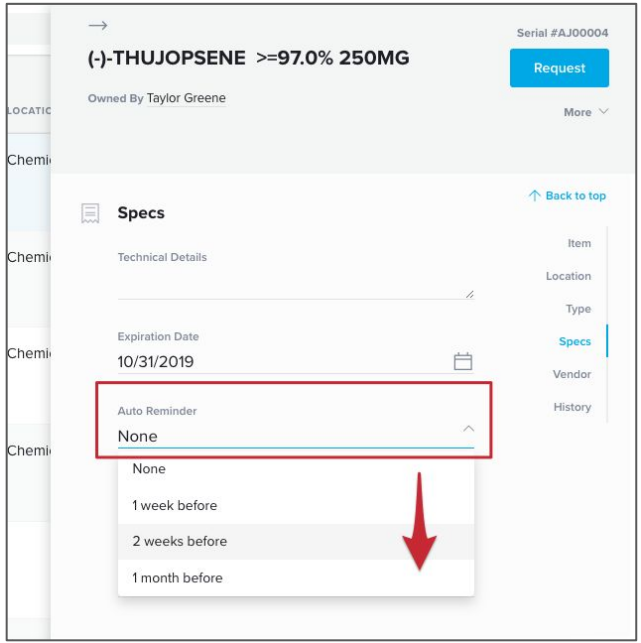
Automated Inventory Alerts

Expiration Date Alerts

Know when an item needs to be discarded / replaced

- Set an expiration date for individual items within the Inventory module





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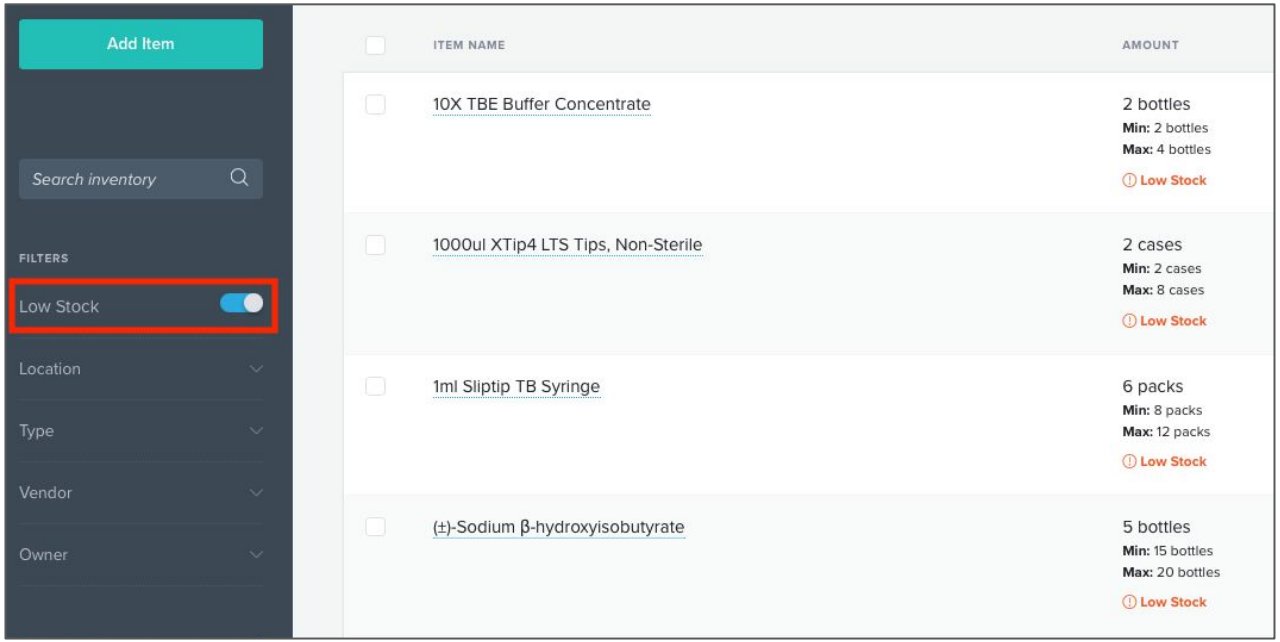
Min/Max Thresholds and Low Stock Alerts

Know when you need to reorder with min/max thresholds in your inventory

- Ability to set a minimum and/or maximum threshold for individual items.
- Inform users how much of an item should be ordered.



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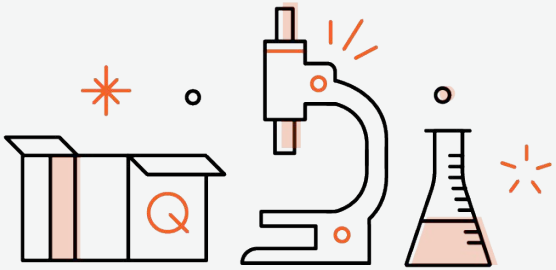
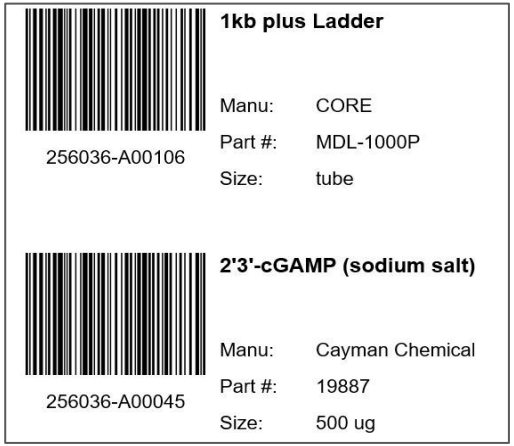
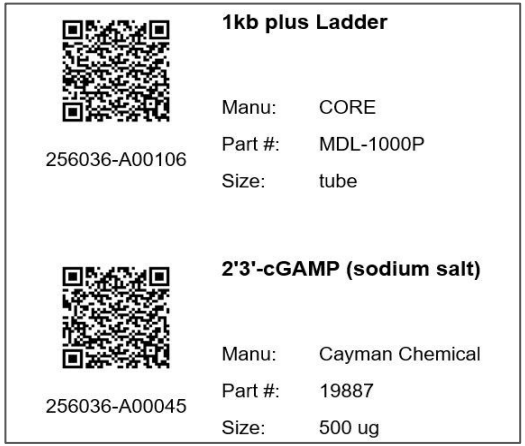
Quartzy-Generated Barcodes



Generate Barcodes from your Inventory

- Select which barcodes you'd like to generate, barcode type, number of copies, etc.
- Download via Word document, and print!





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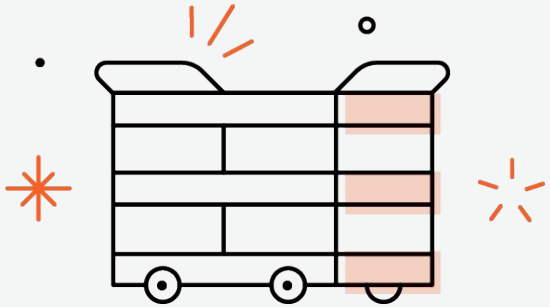

Best Uses for Barcodes

Barcodes are most helpful when placed somewhere permanent or semi-permanent where the same item is always kept.

Photos: Uline.com

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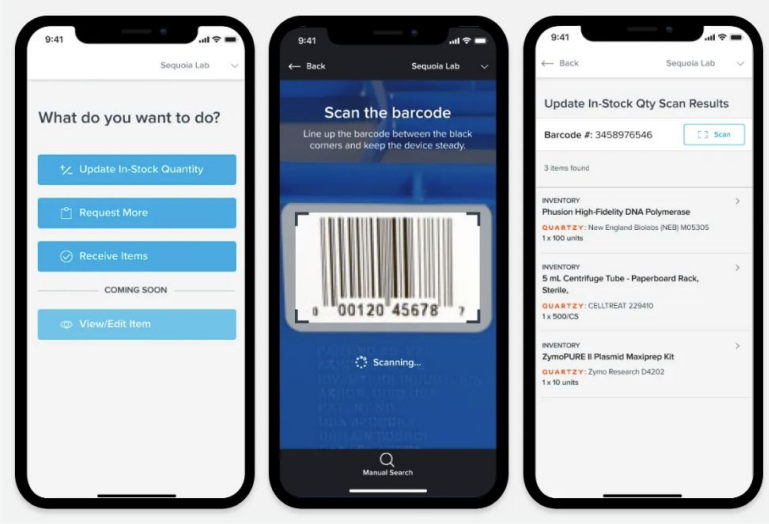
Quartzy Mobile App

The power of Quartzy in your pocket!

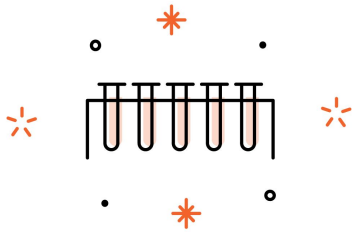
Quartzy Mobile App



The [mobile app] puts the power of Quartzy in your pocket

Track inventory stock levels easily.

- Create barcode labels for items in your stockroom
- Scan barcodes from your mobile device to search for the items in Quartzy
- Easily increase or reduce the amount in stock
- Request items while in the lab
- Receive items into inventory and upload packing slips



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Integrations

The Quartzy platform provides integrations with the technologies you use daily for a truly connected lab experience

Achieve the connected lab platform

- Eliminate the manual transfer of data between softwares
- Automate manual process to reduce human error
- Increase efficiency by automatically syncing information between systems

Interested in learning more? Reach out to us at **support@quartzy.com**

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Onboarding and Support

Getting Started Checklist

Admins:

- ❑ Create or join a lab
- ❑ Invite your members
- ❑ Add types and locations
- ❑ Upload your inventory (and order history)
- ❑ Register for admin training series

Members:

- ❑ Register for a member training session
- ❑ Add your first Quartzy request
- ❑ Add your first non-Quartzy request
- ❑ Send a comment using the tag function (@name)
- ❑ Mark items “Received” when they arrive and include location where stored

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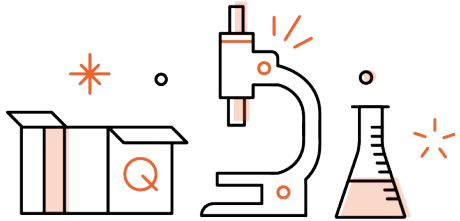
Support Resources and Contacts

Sofia Arce

Account Manager

sofia.arce@quartzy.com
(774)-265-2216



Self-Help Resources

- Quartzy + UCLA Landing Page
- Quartzy University - training provided for you and your team!
- Blog
- Support Center
- Quartzy Lab Managers LinkedIn Group

Customer Success Team

success@quartzy.com

Contact for:

- Onboarding & feature training
- Tips on using Quartzy for your lab
- Feedback on features
- Helping your lab meet its goals with the system

Support & Life Science Teams

support@quartzy.com

Contact for:

- Technical questions
- Questions about a Quartzy order
- Sourcing alternative products
- Finding equivalent matches

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QUARTZY

Quartzy's Punchout is LIVE for UCLA!

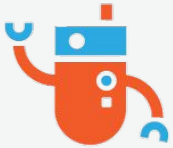
QUARTZY LUNCH & LEARN

JANUARY 17, 2024
11AM-1PM PST

ROOM: CHS 14-214U

- Demo the Quartzy platform and learn more about our lab management features
- Demo the Quartzy mobile app
- Meet your Quartzy team

Thank you all for attending!
The recording will be emailed shortly.



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