



Education and Training Services *for* Bioanalytical Sample Preparation

Maximizing Laboratory Productivity

You've made a substantial investment in analytical equipment, materials and automation to improve your laboratory's productivity. Your personnel have had extensive training in using LC/MS/MS systems. But what about training and support for sample preparation and state-of-the-art high throughput techniques? When it comes to productivity in your laboratory, you certainly don't want to experiment. Sample Prep Solutions (SPS) provides productivity lessons in sample preparation to help your laboratory meet drug development timelines.



Your Personal Mentor

What sets the SPS training approach apart from others is that an experienced scientist is able to educate and mentor bioanalytical scientists, one-on-one or in small groups, to improve their expertise. The success they demonstrate is owned by them, building their confidence and knowledge. SPS is able to train scientists in the sample prep techniques that are of most interest to you. If desired, some staff can be trained to the expert level, while all those participating will learn troubleshooting skills and improve their proficiency.

The Advantage of Objectivity

Extensive experience in bioanalytical sample preparation makes SPS an ideal single resource for technical service support on all sample preparation products. As an independent consultant, our unbiased expertise can help your laboratory select products and technologies that will meet your specific needs and provide optimal productivity.

Filling Knowledge & Resource Gaps

Sample Prep Solutions fills the knowledge and resource gaps that may exist in your laboratory by working side-by-side with lab personnel on their own projects. Time is not lost in meeting program development goals; instead, an experienced scientist guides and trains your staff in method development and transfer to automation. Productivity and educational goals are achieved simultaneously while hands-on transfer of essential knowledge improves the expertise of your staff.

Sample Prep Solutions Services

Hands-on training

- Bioanalytical method development
- High throughput sample preparation techniques
- Solid-phase extraction (SPE)
- Protein precipitation
- Liquid-liquid extraction
- Automation for 96-well plates and traditional products

Educational workshops

tailored to meet specific needs

Review and optimization

of bioanalytical sample preparation methods

Selection and use

of sample prep and accessory products

Technical writing services

preparation of manuscripts and presentation materials

Consulting

product development

Training laboratory staff on the latest sample prep techniques yields three important results:

- 1. Improved efficiency in moving discovery compounds to pre-clinical status with robust bioanalytical methods**
- 2. Return on investment in automation for sample prep**
- 3. Improved knowledge and expertise of laboratory staff**

Sample Prep Solutions Founder

Realizing a need for education and training services in the pharmaceutical industry, Dr. Wells formed Sample Prep Solutions to offer laboratories his extensive expertise in drug sample preparation. Recognized internationally as a leading authority in



sample preparation, David has published many articles on the subject. He provides superior educational and technical support services to help pharmaceutical and biotech laboratory professionals improve sample prep productivity. David Wells has been a pharmaceutical scientist in drug metabolism and bioanalytical chemistry during his entire career and is also a registered pharmacist. David was with 3M for 12 years in various R&D positions in drug metabolism, bioanalytical chemistry,

product development and technical service, upon which he has built the expertise he now shares with laboratory colleagues.

For four years, David investigated the metabolism and disposition of the novel antiviral drug imiquimod (Aldara™) in animals and man. Then he joined the company's entrepreneurial effort to develop sample preparation products based on a novel membrane technology. This project resulted in the manufacture and sale of 3M Empore™ Extraction Products, including 96-well disk plates and extraction disk cartridges used for drug sample preparation.

As an author, Dr. Wells has written 18 publications in scientific journals, 4 book chapters upon invitation and a 600-page authoritative reference book titled, "High Throughput Bioanalytical Sample Preparation: Methods and Automation Strategies," published by Elsevier Science (2003) ISBN 0-44-51029-X. He holds a B.S. degree from Ohio Northern University, where he majored in Pharmacy and Chemistry, and a Ph.D. in Toxicology from the University of Kentucky College of Pharmacy.

During the last 10 years, Sample Prep Solutions has provided consulting services in bioanalytical sample preparation to pharmaceutical laboratories, contract research organizations, automation companies and manufacturers of sample preparation products. This work in supporting customer activities has involved the full range of pharmaceutical studies, from bioanalytical support to drug discovery programs through Phase III clinical studies.



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