

# RENTAL SOFTWARE FOR RESEARCH

Qualoupe LIMS and its rental payment option is the perfect solution for research and innovation projects

Funding is an essential but increasingly hard-won requirement for research and innovation projects. Cost justification, ROI analysis and close scrutiny of expenditure can be a minefield, with wise fiscal control crucial to successful project completion. Many projects require investment in new laboratories, laboratory instrumentation, software and staff, all of which devours available funds: a solution to this is rental.

There are ever-increasing rental opportunities; laboratories, instrumentation, contract staff. What is not common is the rental of software. We were one of the first companies to introduce the concept, over three years ago, and have seen growing acceptance of rental in all laboratory sectors.

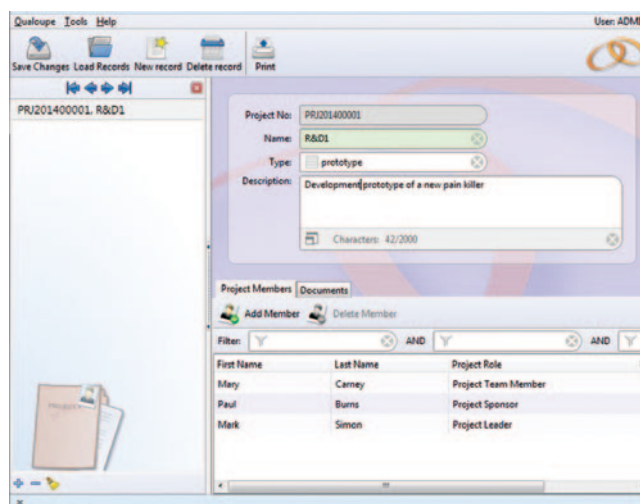
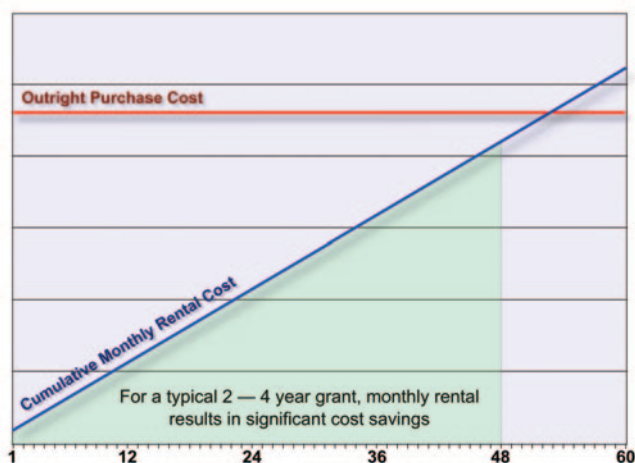
Initially smaller companies and organisations saw rental as a way of being able to afford a LIMS, then larger organisations recognised it as a way to conserve their working capital for business development: now the research sector can benefit from rental to conserve precious funding.

## Qualoupe

Many projects are relatively short, perhaps one to four years, so it makes no sense to buy.

Purchase of a LIMS is not without risks: despite rigorous, lengthy and potentially costly selection processes, buyers do not always get the right LIMS for their purposes. In general major software IT projects experience a failure rate of up to 60%, and this would be catastrophic for a research project.

Our Qualoupe Rental Scheme negates the risk associated with the purchase of a LIMS. There is no formal contract. If a client was



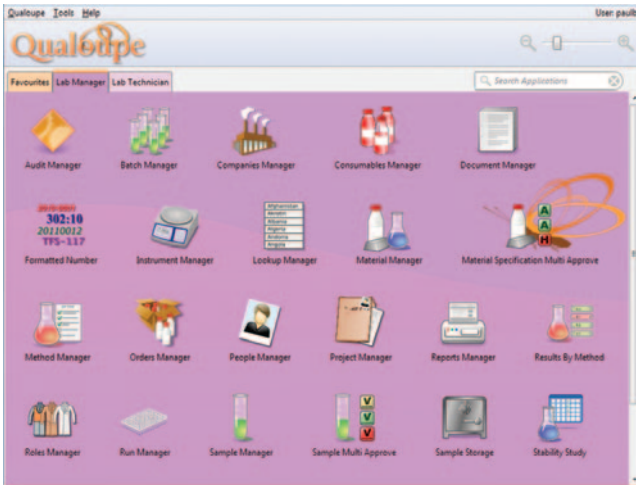
unhappy he could stop using the system, at a cost of just one month's rental, which would not impact the project. All data is securely retained by the client.

**‘We are proud of our approach, in this day and age of software sophistication, to provide a self-installing CD, rather than send a person or team at considerable expense to install a LIMS.’**

Qualoupe LIMS has been designed with the concept of rental in mind; for this to work, the product has to be fit for purpose whether you are running a research project, a quality assurance laboratory, or a commercial laboratory, without the need for expensive custom code. Custom solutions are definitely not for research as the time taken in implementation reduces the research time available, typically by a minimum of six months.

Qualoupe LIMS is a feature-rich product which can rival any LIMS in the market place. We have made it affordable for any size of organisation, but not at the expense of functionality; in fact it is more comprehensive and feature-rich than most LIMS. Qualoupe is designed to work straight out of the box, without implementation cost, installation fees or custom code: literally insert the CD, and it installs itself and you are ready to go.

We are proud of our approach, in this day and age of software sophistication, to provide a self-installing CD, rather than send a person or team at considerable expense to install a LIMS.



**The unacceptable scenario**

The defining feature of Qualoupe is its user interface. As our starting point we conducted a survey of LIMS users and the most common complaint was that of overcomplicated and non-intuitive user interfaces. These LIMS professionals explained that the poor user interfaces were responsible for lack of buy-in by lab staff to the product when installed. This meant that extensive training was needed, and ultimately significantly extended the time to go live – an unacceptable scenario for a research project.

Now people are exposed to fantastic user interfaces on their smartphones, tablets, and other devices, they expect this as standard on all their software. Unfortunately most LIMS vendors are far behind in this area, but we took on the challenge.

This caused a significant increase in development time, but the result is a highly intuitive, graphical user interface, which has contributed to the success of Qualoupe and our company, Twofold Software. We have simplified all of the menus and the data input screens, basically removing all unnecessary clutter without compromising the functionality.

Our extensive use of icons, produced by graphical artists to identify the applications and features throughout Qualoupe, ensures understanding from all users, regardless of language. Qualoupe is a role-based system, so if a job role only requires a few of the applications, then that is what is assigned to that role. The user will only see and use the applications he needs, thus simplifying the LIMS experience. The user interface is also multilingual, which is a real benefit when a project is being run in several countries.

**Summary**

To summarise what we can do for any organisation that is either planning, or about to start a research or innovation project:

- Provide Qualoupe LIMS on a rental basis, which will help conserve your valuable funding;
- Have Qualoupe up and running immediately, so as not to consume your project time;
- Set up our ‘no formal contract’ rental scheme, thus removing the risk associated with purchasing a system;



- Negate the need for custom code, so saving project time and money;
- Enable full telephone and web-based support, with product upgrades all included within the rental fee;
- Ensure that the security of your research data is under your control, with the software being installed on your own hardware infrastructure;
- Guarantee that all data, which is your intellectual property, is accessible on your database and will remain so at the end of the project; and
- Afford continuity: If at the end the project is successful and product is going to be manufactured, Qualoupe can provide all the tools required to perform quality assurance on the manufacturing process, with no extra cost, other than continuing the rental.

**All of this from as little as £266 per month plus VAT.**



**Clive Collier**  
**Managing Director**  
**Twofold Software Ltd**  
**tel: +44 (0)1844 208598**  
**clivec@twofold-software.com**  
**www.twofold-software.com**

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