

Clinical-stage therapeutics company, AOBiome, AVOIDS MAJOR LOSS by using Elemental Machines.



INDUSTRY

• Life Sciences



PRIMARY VALUE

• Peace of Mind • Cost Savings
• Alerting/Monitoring



APPLICATION

• Lab Monitoring

SITUATION

DAN SUGGESTED WORKING WITH ELEMENTAL MACHINES, BASED ON EXPERIENCE WORKING WITH THEM AT HIS PREVIOUS COMPANY...

Dan Brownell, Director of Research and Development at AOBiome, originally joined the company in 2018 as part of the team that was tasked with outfitting an internal laboratory. They wanted to leverage WiFi-enabled sensors for monitoring temperatures in their fridges and freezers as well as the environmental factors in their incubators and lab spaces.

Dan suggested working with Elemental Machines, based on experience working with them at his previous company, but they still did their due diligence and collected quotes from three competitors to get the best possible solution.

SOLUTION



WE WENT WITH ELEMENTAL MACHINES BECAUSE I LIKED THEIR INTERFACE, I TRUSTED THE PRODUCTS, AND THE PRICE WAS ATTRACTIVE."

After assessing all of their options, AOBiome chose Elemental Machines as the best choice for their new lab. AOBiome installed Elemental Machines' Element-T sensors in all of their fridges and freezers to track temperatures. They also installed Element-A sensors in their incubators and each of their lab spaces to track temperature, humidity, light, and pressure.

"We went with Elemental Machines because I liked their interface, I trusted the products, and the price was attractive," said Dan.

Their monitors are connected to Slack, facilitating the quickest possible notification and response times during work hours. For after hour emergency alerts, Dan also receives notifications on his cell phone.

"With Elemental Machines, I just have the peace of mind that everything is running the way that it should," Dan said.

RESULTS + BENEFITS



ANY QUESTIONS OR ISSUES HAVE BEEN ADDRESSED AS QUICKLY AS THEY POSSIBLY COULD HAVE."

Consistent Temperature Management

"We track lab temperature to make sure everything is within the recommended ranges. This is a great way to continuously monitor environmental factors even when nobody is present, since we are tracking the temperature at all times," said Dan.

Easy Setup

"The set-up was super easy and quick. The entire lab was set up in less than half an hour," Dan said.

Excellent Customer Service

"Customer service has been great. Any questions or issues have been addressed as quickly as they possibly could have," Dan said.

“AOBiome's lab had a power loss incident in the early morning one weekend. Luckily for Dan and AOBiome, their monitors' alerts woke him up in time for him to rush into the lab and save their samples. "We wouldn't have found it until Monday and would have lost everything in there. All our in-progress work was very valuable. All of it would have been totally lost."