



Teollisen internetin soveltaminen neonataaliseulonnassa

Petri Kivelä 10.03.2017 Wallac Oy PerkinElmer Inc.

PerkinElmer At A Glance



GLOBAL TECHNOLOGY LEADER

OPERATIONS IN OVER 150 COUNTRIES

9,000 EMPLOYEES

\$2.1 BILLION IN REVENUE





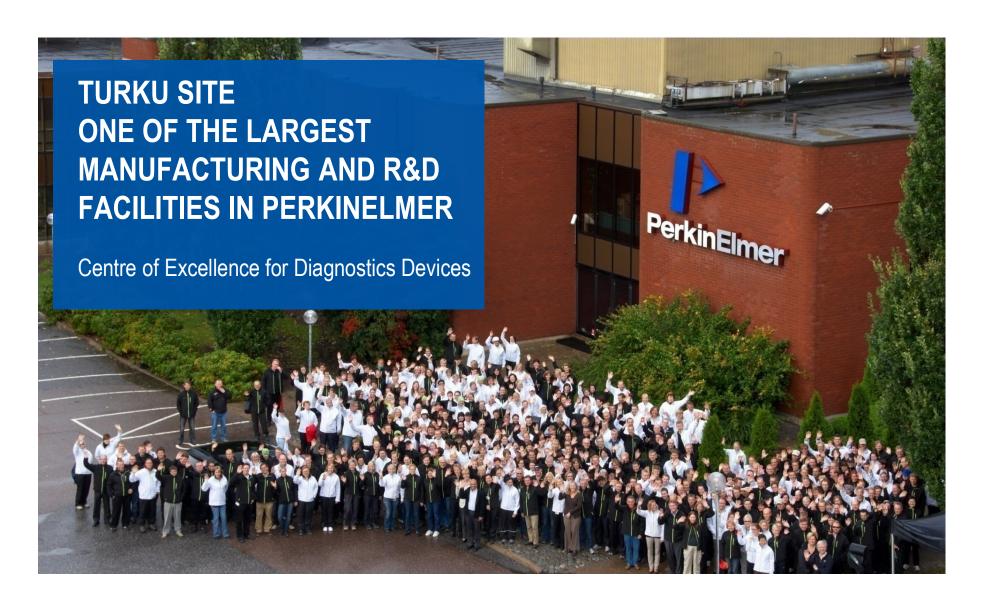


HEADQUARTERED: WALTHAM, MA

INCORPORATED IN 1931

MEMBER OF THE S&P 500











WE CURRENTLY HELP TO SAVE 70 BABIES' LIVES EVERY DAY

In 1985

- Newborn screening starts to expand geographically
- PerkinElmer's first neonatal screening system
- DELFIA hTSH kit for congenital hypothyroidism screening

Today

- Complete solutions assays, instruments, automation, informatics, expertise
- Supporting programs screening for several tens of disorders
- Some 500 million babies have been screened with PerkinElmer products
- Making it possible to "rescue" 70 babies every day



39M

PKI Screened Annually

25K

PKI Saved Annually 70 PKI Saved Every Day



COMPLETE SOLUTIONS TO MEET THE NEEDS OF NEWBORN SCREENING PROGRAMS:

- Platforms
- Assay kits
- Informatics
- Global presence
- Expertise
- Total support

















The devices shown here are available as standalone products. When interfaced, the devices together offer optimum screening performance and efficiency.



PERKINELMER HAS AN ANSWER TO EVERY STAGE IN THE SCREENING PROCESS









GSP® instrument

- Automatic processing of neonatal assays
- Current install base > 250 units across the world and rapidly increasing
- Maintenance and service quality and are key factors to a functional system

GSP is a complex automate and provides a good target for IoT benefits





GSP[®] instrument

20 modules 151 various sensors

Cooled reagents storage

- Temperature controlled storage for assay reagents
- Room for 13 reagent cassettes
- Enables continuous loading

Stacker modules

- Modules used to load plates to GSP and unload them after completion of the assays
- Each stacker can hold up to 26 plates

Liquid module

- Prepares Wash solution from the Wash concentrate
- · Handles the waste solutions



Measurement module

- xy-conveyer to move the plate under the measurement head
- Enables time resolved fluorescence, prompt fluorescence and absorbance measurements

Plate Manipulator

- "Elevator" for transferring plates between different modules of the GSP
- Forms the body of the instrument

Disk remover, washer and bulk dispenser

Incubator and Shakers

- Heated incubator operates at 37°C and can hold up to 12 plates
- Three non-heating shakers can each hold up to 6 plates

IoT Platform – Instrument awareness to Service engineers



Starting a new era of service

"today": Customer contacting service with issues

"tomorrow": Service contacting customer when something has happened

"next week": Service contacting customer to schedule predictive service visits

Instrument status awareness

- Instrument location, version info, contact details
- Instrument service history
- Issue alerting system and instant access to log data

Predictive maintenance

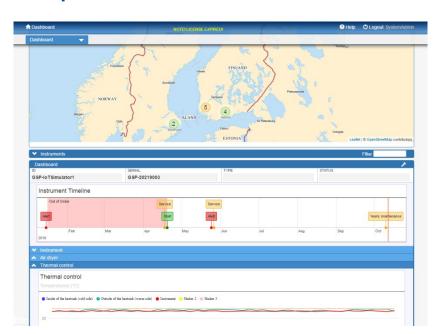
- Unit failure prediction
- Components replaced during scheduled visits

A platform for future opportunities

- · Automatic kit certificate downloads
- Real-time kit lot consumption
- End user notifications (waste container full, buffer level low, ...)

Benefits

- Increased instrument up-time
- Improved quality of service
- Provides statistical data to product development



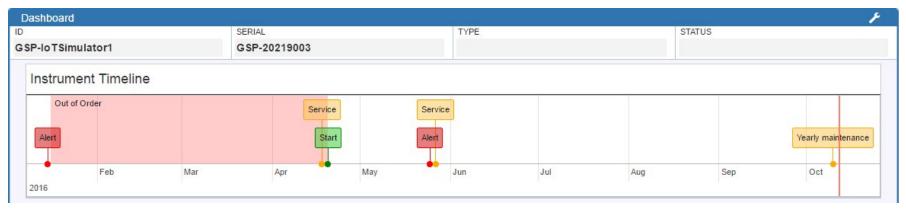
IoT Dashboard – Instrument awareness



Instrument awareness

- Instruments on a map with status indicators
- Install base registry with software versions
- Service engineers see their instruments
- Timeline for service history and planned visits
- Alerts and error events listed on the timeline to aid troubleshooting





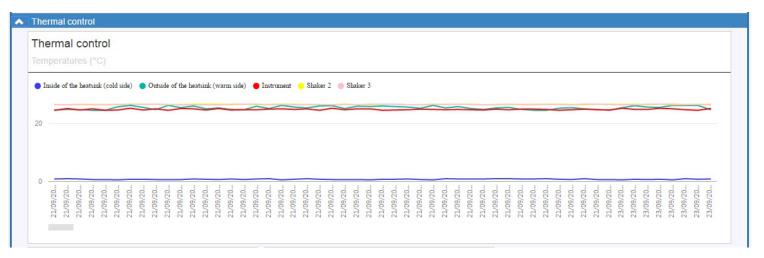




Sensor data visualization and alerting

- Sensor data analysed on the fly
- Email or SMS alerts sent when exceeding limits
- Temporal or current sensor value data visualized on interactive graphs
- Graphs and alerting limits configurable for each sensor
- Alerting with machine learning capabilities





IoT Platform - Security



Cloud based IoT* hub:

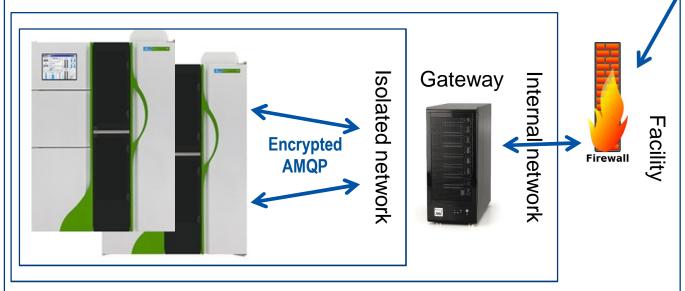
- Secured data storage
- Device authentication and encrypted data transfer
- IoT Dashboard Web App with access control and two factor authentication

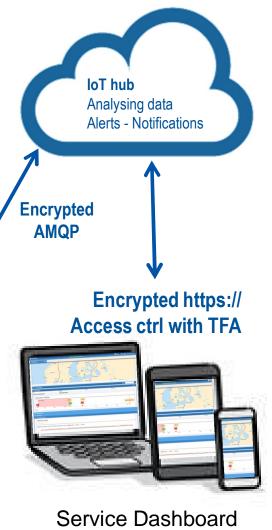
Gateway PC:

 Works as a gateway unit for all laboratory instruments providing encrypted data transfer

Instrument:

Instruments in isolated network with secured device IDs

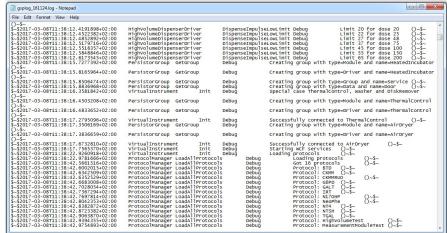




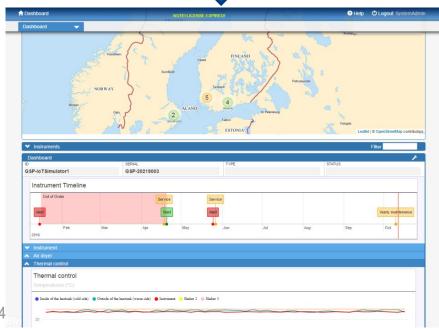
*The Internet of Things (IoT) is the network of physical objects or "things" embedded with electronics, software, sensors and connectivity to enable it to achieve greater value and service by exchanging data with the manufacturer, operator and/or other connected devices.

IoT Platform summary









Benefits for Service

- Faster failure resolution
- Clarity for troubleshooting root cause visualization
- Order correct parts for the service trip
- Tools for Predictive maintenance

How will it help our customers?

- Increased instrument up-time
- Less instrument failures

What does it mean to us?

- Reduced maintenance costs, less travel expenses.
- Provides feedback to R&D => improved product quality
- Increased customer satisfaction
- Future platform for many







Air dryer



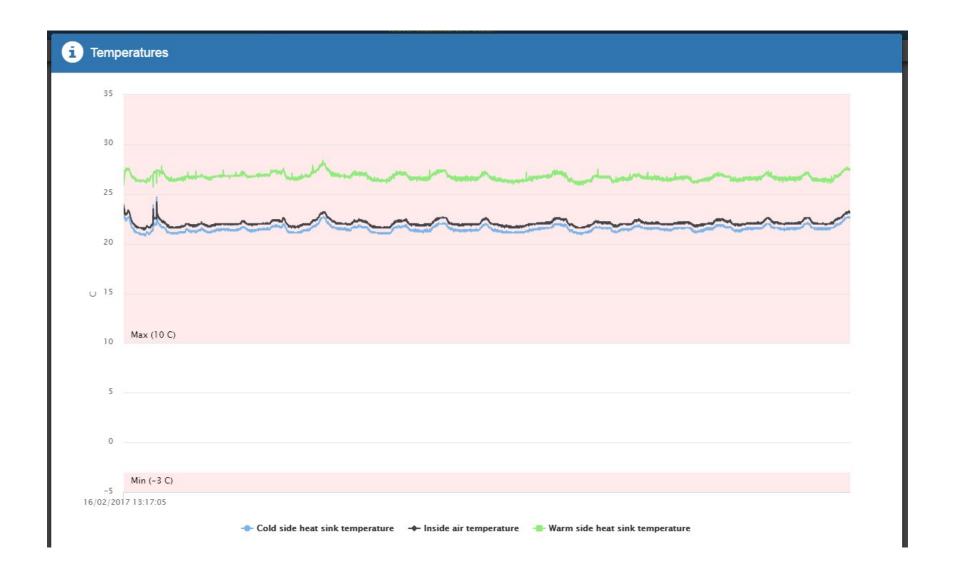
Air dryer - Symptom





Air dryer - Problem







Complications

- Air humidity and temperature in plate storage increase
- Affects screening assay quality

Predictive indicators

- Peltier power reaching 100% power cycle
- Temperature sensors: ambient, hot side / cool side ratio
- Email or SMS alerts sent when exceeding limits

Action

Email or SMS alert sent to service engineer when exceeding limits

IoT Platform



