

Laboratory Outsourcing

Adding Value By Performing Non-Core Functions



Why Choose Weidmann Diagnostic Solutions

- ▶ We are the leading supplier of diagnostic laboratory services
- ▶ Eleven laboratories throughout North America
- ▶ Our services provide information that is essential to the maintenance of your assets
- ▶ We will meet or exceed your turnaround time requirements
- ▶ Our laboratories provide 24/7 diagnostic testing services
- ▶ Our scale of operation allows us to use state of the art diagnostic equipment
- ▶ We provide specialized expertise and data management services

Many changes are taking place at utilities around the country, and a common goal is the refocus on the “Core Business” of generation and distribution. Because of these changes, utilities are looking for ways to improve their bottom line by cutting in-house expenses. One method being considered is outsourcing of non-core business functions.

Many utilities are at a point where providing better service, quality and value to customers, in order to maintain or grow market position, compels them to send work to an outside organization who does it better. Weidmann Diagnostic Solutions is in a unique position to help these utilities by an invited acquisition or cost-effective, reliable and efficient outsourcing of their diagnostic laboratory services.

Laboratory Diagnostics Services for Utilities

It's What We Do Best

Why Choose Diagnostic Services Outsourcing

- ▶ When the activity, process or product is not your company's core business.
- ▶ When a contractor, by virtue of its expertise, personnel and throughput can provide a higher level of service at a lower cost.
- ▶ When a supplier has proprietary software that can assist your asset management activities.

- ▶ **Reduce Costs**
 - Eliminate capital expenses for purchase of laboratory equipment
 - Eliminate equipment maintenance and service policy costs
 - No need to finance custom software development
 - Minimize engineering personnel time required to screen all laboratory data
 - Eliminate purchase costs for equipment and supplies
 - Eliminate internal fund transfers

- ▶ **Reduce Risks**
 - Eliminate activities that have a high potential liability (e.g. handling toxic chemicals and environmentally hazardous waste material)
 - Eliminate high Worker's Compensation costs for laboratory personnel
 - Minimize potential personnel injuries to employees working in a laboratory environment

Weidmann Diagnostic Solutions Service Centers

- Sacramento CA
- Denver CO
- Orlando FL
- Indianapolis IN
- Baton Rouge LA
- Philadelphia PA
- Houston TX
- Waukesha WI
- Calgary AB
- Toronto ON
- Montreal QC

Additional locations are planned

For more information about our Diagnostic Services and Monitoring Products, contact Weidmann Diagnostic Solutions at 916-455-2284 or 800-242-6748, by e-mail to diagnostics.wds@wacor.com or visit our website at www.weidmann-diagnostics.com