Tribal Software, Inc.

Tribal LIMS System
EVALUATION GUIDE
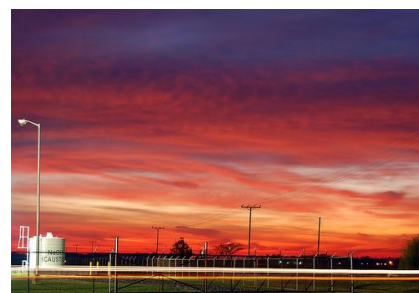
Laboratory Information Management System Overview

Tribal LIMS System
EVALUATION GUIDE

Learn Why Tribal® Is The *SMARTER* LIMS Solution.

Introduction

Welcome To Tribal Software.

The Tribal®-LDMS (LIMS) system is a high quality low-priced Laboratory Information Management System for all laboratories.

An interactive, relational database management system, the Tribal LIMS puts the power to organize, present, correct, develop, and report your laboratory data in a single package. Tribal LIMS is fast, flexible and easy to use, quick to implement and best of all, has one of the lowest costs of any LIMS product on the market today.

The Tribal-LDMS was developed by laboratory personnel for laboratory personnel and addresses the important issues of those laboratories.

Ron Kailey, Tribal's system designer and developer, has been involved in developing laboratory database systems for over 15 years.

Written in Microsoft Access®, the Tribal© Laboratory Data Management System is also available with Oracle or SQl Server options. Platforms are: MS Access, SQL Server, Oracle and our web based Citrix solution.

WINNER!!!

WEF Innovative Technology Award

Tribal's LIMS is the _only_ LIMS ever to have been awarded the WEF Innovative Technology Award by the Water Environment Federation.

"For Lab People, By Lab People".

- Ron Kailey, Founder

Tribal Software is breaking the software mold by allowing "Users" to have full access to all of Tribal's programming source code.

 Only Tribal LIMS offers a unique License Agreement that allows End Users the flexibility to customize the system and the affordability to make it happen.

Use this evaluation guide to compare the feature-rich Tribal LIMS for your organization. We're proud of our system and urge you to stack the Tribal LIMS against any LIMS on today's market.

Once you compare, we think you'll be as impressed with Tribal and want to see more.

Why Tribal Is Different

Cost Containment

Tribal does not have a high-dollar product that you, our customer, pays for in development and design. Other LIMS providers sell high-dollar systems ($100K – $500K), the cost of which their customers pay for with the purchase of any of their products. The purchaser of any product (whether low-end or high-end) must pay for some of the company's operating expenses, <u>including all software development</u>, personnel, equipment, buildings, and company overhead.

Superior Development Tools

Tribal has created its system in Microsoft Access and using a set of superior custom development tools, special programs, and individual controls from the Microsoft line, and other well known companies.   Using this approach has allowed us to generate the very best systems possible without "*reinventing the wheel*" and without having to charge extra for those redevelopment fees.

A Scalable System

Tribal 's system is scalable and highly flexible. Users can even opt to do their own installations, system setup, and even customize our system. In this way we allow the End User to save on those items if they so choose. No worries - if you need our help,   Tribal is happy to provide all of those services if requested. Just know that we are happy to get you in our system as inexpensively as possible.

Cost-Effective Partner Agreements

Tribal works to keep costs low and quality high.   By establishing special agreements with regional companies, (Labtronics, Linco, DynaTec, C-101, etc.), Tribal's core team model is cost-effective. That means no need for in-house staff; a marketer, a software attorney, a publicist, a graphic artist, and etc. Our goal is to address the needs of our clients, make a reasonable profit and deliver exceptional value. By spreading some of the wealth to other businesses and establishing great relationship with the *best of the best* companies in the region, everyone wins.

Low Overhead

Tribal's overhead is low, which is how we're able to deliver an exceptional product at an exceptional price. We're able to leverage the resources of the owners of our corporation to establish a bank of knowledge and cash flow, allowing us to develop our products without borrowing or accumulating debt. With 15 owners and almost 20 management team people, we have tapped the greatest resource of all….***Knowledge!***

Real Life Lab Applications
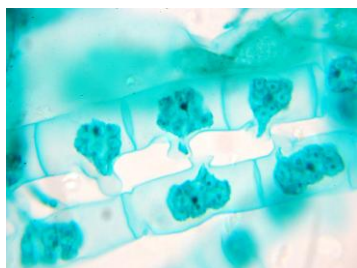
Municipal Labs

Many water and waste water treatment facilities choose Tribal. They see an easy-to-use, loaded with extras. It's also a fully functional award-winning (WEF Award Winner) system. Having a CEO with 30 years experience running an environmental laboratory doesn't hurt either.

Production Labs

People on the floor as well as the lab persons can all benefit from Tribal's built-in functionality. Production operators can react to the information as quickly as possible, and may not even realize that there is a LIMS running within their organization. They just have access to the data they need and the lab can populate that data as samples are turned out.
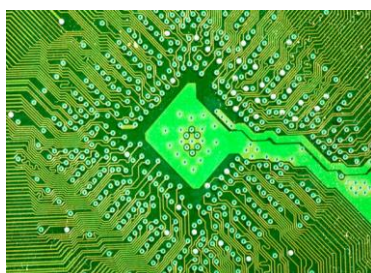
Commercial Labs

Commercial labs have purchased the Tribal-LIMS for its flexibility and scalability. As the labs get bigger, the Tribal system can be scaled from a MS Access system to a SQL server or Oracle system. They also enjoy the fact that Tribal is an open–ended system, allowing them to make changes to fully customize the system to fit the unique needs of their lab.

Medical Labs

Medical labs like that the system is fully functional right out of the box - *without* having to add modules. Tribal comes bundled with MSDS, Chemical Inventory, Chemical Trace ability, Chain of Custody, plus 100's of reports, graphs and the bar coding - all included for and unbelievable low cost. Bring in the fact that you can customize it and add tables for patients or staff, the Tribal system is ready for those challenges.
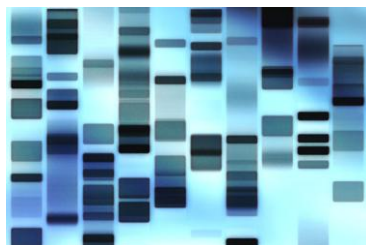
Research Labs

The only real difference between a research lab and other labs listed above is that lab operators need to modify the LIMS system on the fly. Typical research labs are working with data that is experimental, and the need to track those changes and see that data in an unconventional way brings the need to modify. Tests run today might not be run again for years. Meaning there's a need to compare data from non-related studies over broad ranges… Tribal LIMS has the solution!

Tribal LIMS Is Second To None!

Check out the amazing list of Tribal LIMS features!

- ☐ 10 Level Multi-User Security
- ☐ Sample Query System: Find samples with our expanded Query search feature. (Over 17 search fields w/selection)
- ☐ Automatic sample warning when samples are approaching hold times
- ☐ Multiple Sample Log-in feature: Way to speed up ("Same Info") sample entry
- ☐ Sample scheduling w/Auto log feature: Warn user when sample schedules are due
- ☐ Auto Log feature: After sample schedule warnings, User may auto log samples using previously defined parameters and posting the sample
- ☐ SmartLink® System parameters…. established to speed and verify sample entry and ensure data base integrity
- ☐ Enter both alpha and numeric data on a result field and ability to perform statistics on numeric result fields.
- ☐ Reference area for lab analysis procedures, methods, and references (OLE capabilities to Word or Excel)
- ☐ Expandable (electronic data acquisition, instrument interface)
- ☐ Full accounting module for invoicing, payment terms, statements and customer history
- ☐ Quality Control area: Enter QC samples, record results and print detailed reports including graphs.
- ☐ Systematic "drill down" for true relationships between studies, projects, customers, and analyses

- ☐ Full range of reporting capabilities: Bench sheets, report templates, active QC & sample reports, and internal system reports.
- ☐ OLE with other Microsoft products like Word/ Excel
- ☐ Archive data from the system to any data peripheral device (zip, tape, CD, etc.)
- ☐ View procedures, methods, and regulatory information with a click of the mouse.
- ☐ Track instrument information including calibration and maintenance procedures, and print monthly maintenance and calibration calendars.
- ☐ Track chemical & supply information for inventory and chemical reorders. Print system generated labels for chemicals.
- ☐ Track MSDS and other pertinent information for regulatory performance (DMRQA, Lab Standards etc.) also track specialty items (gas bottles, coolers)
- ☐ Complete employee information section including education, training and even a photograph
- ☐ Complete software support including: Maintenance, training, customization, and complete computer system and supplies
- ☐ We offer a variety of training packages: From use of the basic LDMS system, an overview of MS Access and advanced MS Access classes at your facility or ours

PLUS! ONE FULL YEAR FREE* MAINTENANCE AND SUPPORT:

Including Upgrades And New Features!

* Additional years at the low price of $1,200/yr. Single User License, $2,200/yr. 5 station network system.

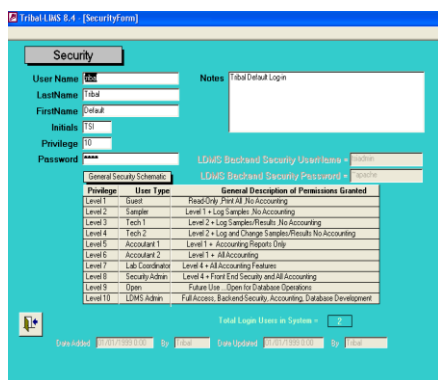# You've Got The Power!

Check out the Tribal LIMS Tools!

Security

Tribal LIMS comes packaged with a full suite of security features, including a 10-Level Multi-Security function, allowing you to customize different permission levels for all of your employees.

Our system establishes the audit stamp to track user activity, date and time of the work done in the LDMS. Record modifications are automatically tracked – creates an audit trail when selected records are modified Is a hidden area that only shows itself on start up when the user logs on and when an Administrator uses the set-up form.

Library
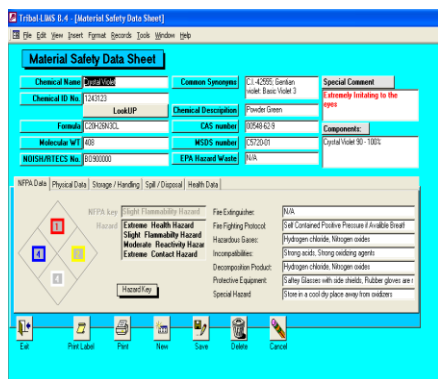
Want a Library feature but don't want to spend extra? Tribal's Library section is built right in at no extra cost! The Library tool is a truly functional feature of the Tribal LIMS, and contains areas for Archiving Data, Standard Operating Procedures, storing and viewing analysis procedures and document management.

Tribal makes life easier! You'll find preloaded forms for tracking Chemical Inventory, MSDS and Regulatory Information, and the reports associated with those record types. And only Tribal offers the Library tool as a standard system feature – at NO CHARGE!

Notebook
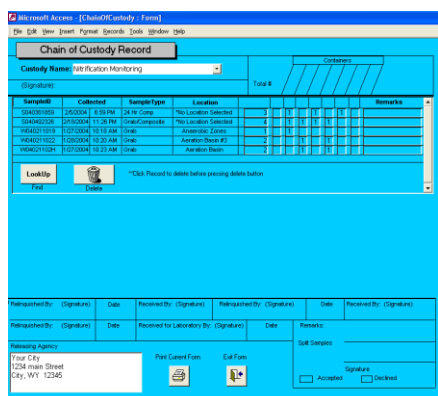
Viewed as the written structure of the laboratory, Tribal-LIMS simplifies creating your lab's notebook. Tribal has a wide array of prebuilt templates to help store, track and manage just about everything in the lab.   Track of employee information, including certification, training, and easily manage Instrument calibration records and scheduled maintenance. With a click of the mouse, you can document all the lab processes in the house - right down to building a custom Chain of Custody report on the fly. We make developing a work sheet easy - and bar-coded sample IDs are even displayed with analyses right on the work sheet. Want more? Tribal makes it easy to build or customize notebook records.

Tribal LIMS Toolbox

System
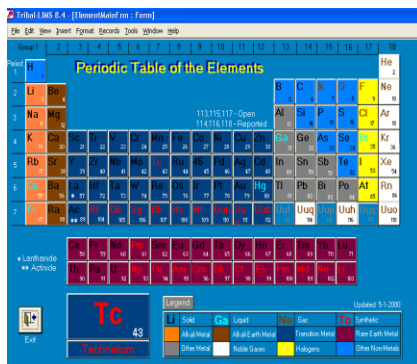
Users have complete control over the naming structures of the system. That's because Tribal-LIMS can be customized fit your lab, instead of making your lab conform to a LIMS system. Tribal's system set up is easy.

Simply add records to the field lists in the System area Units, Containers, Preservatives, and Analyses are all added in this section. Samplers, Sample Types, and Sample Matrices can also be added. Customize names by adding Requirements (grouping of analyses), Parameters, Projects, and Studies. Finally you can add Laboratories, Customers, Location, and Instrument names to complete customization of your Tribal LIMS.

QC
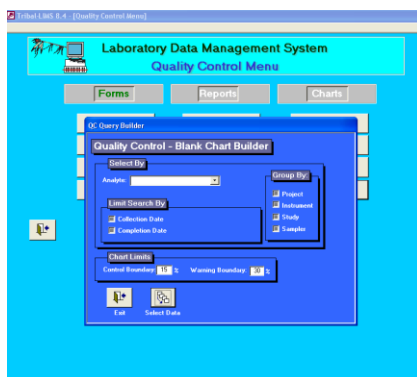
The laboratory QC is a set of operating principles, or an outlined plan, which is strictly followed from sample collection to data acquisition. This operational principle produces data of a known and defensible "Quality."

The Tribal LIMS QC area allows users to add QC Samples, Graph, Chart and report that data. Users can run complicated comparisons for validation or just track daily QC sample runs. Customizable, of course!

Sample
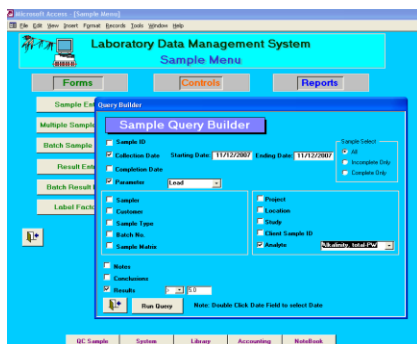
The Tribal LIMS saves valuable time & effort by interfacing with a variety of lab equipment and has several ways add samples - either single or multi- entry and samples can be automatically scheduled for addition

The Samples Form contains the buttons for Sample Log In, Result Entry, Sample Warning, and a variety of reporting options, including the creation & print bar coded container labels. Users can print bar coded labels directly from the Tribal system printer, which is included!

Accounting
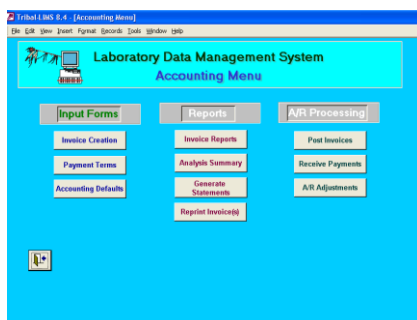
Need more control over costs? Tribal LIMS delivers. Our integrated Accounting module can handle all of your accounting functions and then some. That's because we designed our system to track lab dollars associated with projects, analyses, samples and even instrument cost.

Create and track Terms, A/R Processing, Invoice, Payment Schedules, and Statements. Tribal's system allows you to automatically create and export reports to any Microsoft format – including MS Word, Excel. Access, etc. We packed enough power inside to make any accountant happy!

Our Service Agreement

Doing business with Tribal Software means working with an organization that is committed to superior customer service, but also understands what it means to manage a lab environment.

Our team of dedicated product specialists makes sure that the installation and management of Tribal Software's unique LIMS system is worry-free. And our superior technology, close attention to detail and fast response times are what sets Tribal Software apart from any other provider.

Delivering Superior Customer Service

✓ **FREE Tech Support**

✓ **FREE Annual Upgrades**

✓ **FREE Internet Access for upgrades, questions and access to the Tribal File Vault**

✓ **FREE Tribal's File Vault: We save your application on file for references / back-ups, etc (You have access to your program by your own software license number directly from our Web Site.)**

✓ **FREE Client Newsletter.**

✓ **PLUS Special discounts on supplies, training, services and equipment (labels, printers, hardware) Save up to 30%!**

Example 1*:

A $1200.00 maintenance agreement billed monthly ($100.00) allows user "A" free upgrades. User "B" does not pay for agreement and two years later upgrades their system. The upgrade cost for User "B" is $5,200.00 ……………………………………………..**Total Savings for User "A" is $2,800.00 and the use of 2 upgrades.**

Example 2*:

A $1200.00 maintenance agreement allows user "A" discounts on Training and Supplies and Services. User "A" has Tribal Software develop a custom module too download data directly to the EPA web site. Tribal Software customization services is billed at $100.00/Hr. (30-Hr project) Because User "A" has purchased a maintenance agreement they are only billed at $70.00/Hr. ……………...**Total Savings for User "A" is $900.00.**

* The above examples are based on single user maintenance agreements at 2009 pricing.

Product Descriptions

Tribal-LDMS Software Package

☐ **Tribal-LDMS written in MS Access W/Optional Server Systems in Oracle, SQL Server or MS Access** — Relational Database System for Windows

☐ **AddressMate*** — Address Labeling System w/ Database Search

☐ **Dymo* LabelWriter**
(Includes printer and scanner) — Labeling System with Custom Labels

Tribal-LDMS Documentation Package

☐ **Tribal Software Inc. ®** — Tribal-LDMS User's Guide Installation & User's Guide

☐ **Meterologic Laser Scanner®** — User's Manual

☐ **American Microsystems, LTD®** — Label Writer User's Manual

☐ **Dymo* LabelWriter** — Dymo® Easy Guide
— Declaration Of Conformity

Barcode Labeling System

☐ **Laser Barcode System** — Meterologic® MS941 Laser Handheld Scanner w/Stand for Hands-Free Screening] or [Symbol® LS 1000 Trigger Scanner w/Cable.

☐ **Laser Printer** — Dymo Labelwriter ® with RS-232, Plus USB and Serial Connections

Installation Package

☐ **Tribal Representative will install the above system, including any Tribal hardware, at the purchaser's site. This includes all expenses (travel, lodging, etc.) for the Tribal Representative unless noted. All cables, connectors and media needed for installation shall be provided by Tribal Software, Inc.**

Onsite Training Package

☐ **Tribal Representative will train and assist with the initial setup of the Tribal-LDMS system. This two-day class will be limited to not more then 6 individuals and shall be given on the system purchased by the buyer.**

Yearly Maintenance & Support Agreement

☐ **Tribal Representative will install the above system, including Tribal hardware, at the purchaser's site. This includes all expenses (travel, lodging, etc.) for the Tribal Representative unless noted. Includes all cables, connectors and media needed for the installation.**
  - o **FREE Tech Support and Help Line**
  - o **FREE Annual Software Upgrades and Documentation Revisions**
  - o **FREE Internet Access for Upgrades**
  - o **FREE Access to the Tribal Forum**
  - o **FREE Tribal File Vault: Your customized application preserved in our vault**
  - o **FREE Client Newsletter PLUS Discounts on supplies (labels, printers, hardware, etc.)**

Systems & Services

Tribal-LDMS (v9.x) Microsoft Access

Single Seat Workstation License   **$ 9,900.00**

Includes:
One Tribal-LDMS software license to run on a single workstation
One Station Bar-code Label Hardware
First Year's Single-User Annual Maintenance

5-Seat Workstation License   **$17,400.00**

Includes:
License to run Tribal-LDMS software on up to five workstations on site
One Station Bar-code Label Hardware
First Year's Five-User's License Annual Maintenance

[1st Tribal-LDMS Purchase in the State]   **FREE Training**
If you are the first customer to purchase a Tribal-LDMS v8.x in your state, you may receive FREE installation and training. (Total savings of over $3000.00)

Tribal-LDMS (v9.x) Annual Maintenance & Support*

Single Seat Workstation License   **$1,200.00**

5-Seat Workstation License   **$2,200.00**

Tribal-LDMS (v9.x) Installation & Training

Installation/Setup & Training @ Your Lab   **$125/hr.**

Not Including Travel Expenses / Call for prices /Note special for "First in State" purchases

Installation & Training @ Our Facility In Cheyenne, WY   **$250/day/attendee**

Available 3-times/ year.

Tribal Customization & Consulting Services   **$125/hr.**

Tribal-LIMS Software Package

☐ **Tribal-LDMS written in MS Access W/Optional Server Systems in Oracle, SQL Server or MS Access**

Relational Database System for Windows

☐ **AddressMate***

Address Labeling System w/ Database Search

☐ **Dymo* LabelWriter**
(Includes printer and scanner)

Labeling System with Custom Labels

Tribal-LIMS Documentation Package

☐ **Tribal Software Inc. ®** — Tribal-LDMS User's Guide

☐ **Meterologic MS941®** — Installation & User's Guide

☐ **American Microsystems, LTD®** — User's Manual

☐ **Dymo AddressMate*** — Label Writer User's Manual

☐ **Dymo* LabelWriter** — AddressMate® User Manual

Dymo® Easy Guide

Declaration Of Conformity
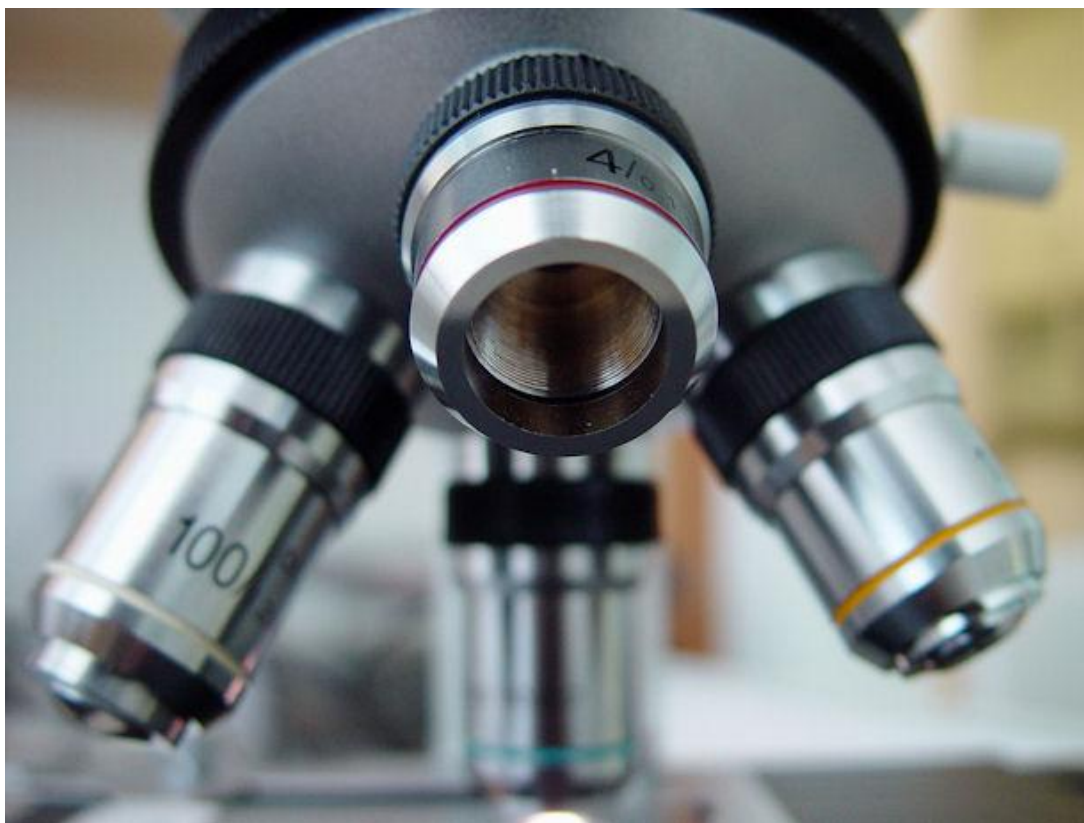
Which LIMS Acquisition Model Is Right For You?

Customer Criteria	Cash	Equal Installments	System Lease	SOS
Ownership	✓	✓		
Optional Ownership			✓	
100% Financing (No Down)		✓		
Expense 100% Of Payments			✓	
Use & Return			✓	
Off Balance Sheet Financing			✓	
Need Depreciation / Interest Write-Offs	✓	✓		
Share Cost /Ownership With Several Depts.		✓	✓	
Limited IT Dept.			✓	✓
Improve Cash Flow		✓	✓	
Future Business Uncertain			✓	
No Budget			✓	✓
Current System Not Scalable	✓	✓	✓	✓
Temporarily Avoid Debt			✓	✓
Lowest Monthly Payment			✓	✓
Immediate Need For LIMS Solution		✓	✓	✓
Ownership Of Data But Not Equipment			✓	✓
Cash Surplus	✓			
*Optional WEB-Based Solution (Citrix)		✓	✓	✓

Equal Installments
Customers can select the payment plan that fits their budget. A small down payment & an easy monthly, quarterly, or yearly invoice.

System Lease
Lowest use cost. Customer has the option to purchase, renew the lease, or return the system.

SOS – Service Only Solution
Your LIMS system runs on our secure remote server, connected through the internet. We train, install, maintain, customize and upgrade remotely. No hardware upgrades, no software purchases, no onsite disruptions. Includes the option to purchase, renew the lease, or return the system.

Need More Information On Financing Options?
Call Tribal Software @ 307.635.7066
We have the rate/time and system costs for any lab budget!

Customer Feedback

"User Friendly!"

"Even though Merck can afford the million dollar systems and has the IT personnel to administer the system, we want a user-friendly system for the lab personnel".

- **Merck Employee**

"Scalable"

"Tribal is system so scalable we went from a single license to a SQL System in seven years".

- **Parker Water Employee**

"Fast upgrades"

"At first I thought upgrades every year and a half...to much. Now I look forward to the new release because it has what my lab needs before I ask for it."

- **Ward in Wyoming**

"Best Bang For Your Buck"

"Kodak had made their own LIMS at a cost of over 1 million dollars. Imagine their surprise when we asked to buy the Tribal LIMS and dump the company LIMS".

- **Windsor Kodak Employee**

"Lab people designed it!"

"I love the way it was designed by someone in the Lab industry, not some stuffed shirt programmer".

- **Nebraska Water Treatment Employee**

"Guaranteed!"

CALL TODAY!
1-307-635-7066
Schedule Your FREE Tribal Demo

"With the Tribal Guarantee, you can't lose"!
Nevada Test Site

Our Guarantee

Tribal Software is committed to the best technologies in the Laboratory Industry. We guarantee that our Tribal-LIMS systems are compliant with the laboratory customers' regulatory requirement needs (NELAC, FDA, GALP, etc.).

Tribal has broken the software mold by offering state of the art LIMS with open-ended source code. This allows our customers to modify their system to meet their specific needs. This also allows us to send those special customizations out in real time, that the end-user can implement. You won't have to wait for the next upgrade. You can get it when finished and implement it as needed. Tribal also has several variations of systems in several industries that allow us to send you code with the modifications for sample management, regulatory reports, document control, security and more.

Our Rock-Solid, Iron-Clad Guarantee

If your lab needs an enhancement or custom modification to our existing functions, that most labs in that industry will need, Tribal will add/modify that source code at No charge. If regulations or market conditions demand a certain LIMS functionality that most laboratories in your industry will need, Tribal will develop the feature for your lab at **NO CHARGE**.

The best part of this guarantee is: We will develop the feature, enhancement or modification at no charge AND we will also deliver it when finished. Again you will not have to wait for a new version several years down the road. The only stipulation is you must be covered under our maintenance and support agreement.

We do this to allow all Tribal customers to benefit from the knowledge of the labs on the cutting-edge and the industries that are constantly changing. Tribal also benefits from this, by allowing us to get that information from the lab people in the trenches….you.

After all, it was customer input has helped make our LIMS system the first and only software program ever to win the prestigious WEF Innovative Technology Award. We give credit where credit is due – to our customers.

Tribal Software's LIMS system will perform to product specifications, backed by the full-service customer support team, and enabled with industry-specific performance upgrades that meet or exceed current standards - we guarantee it.

Ron Kailey
CEO-Tribal Software Inc.

Next Steps

Ready to learn more? Contact us today to schedule a demo of the Tribal Software LIMS System.

Put our system under the microscope. You'll be impressed by how fast and easy it is to implement our system and you'll quickly understand just how customizable it truly is.

Once you see Tribal Software in action, you'll be able to see how our features will benefit your laboratory application.
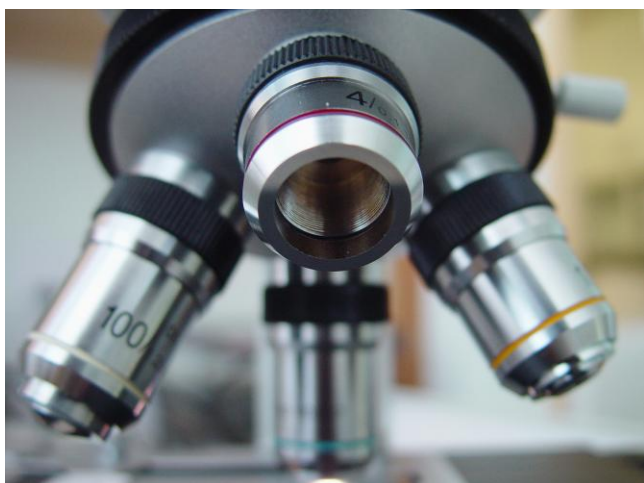
To get started, simply give us a call or send an email.

Schedule Your Tribal Demo TODAY!

p) 307-635-7066
e) lablink1@aol.com

WEF Innovative Technology Award Press Release
Labtronics-Tribal Software Joint Press Release