

## Engineering and Laboratory

### Engineering

Contingent Staff      Design  
Containment          Testing  
Certification        Field Operations

### Laboratory

Supplies              Chemicals  
Gases                  Equipment  
Clinical Testing      Environmental

Engineering and Laboratory Adoption Continuum



**Primary Responsibility:** To provide production lines with best-in-class support.

**Key Issue / Sensitivity:** Purchasing most of these products and services requires a unique level of expertise that is not commonly housed within procurement groups. These buyers have the added sensitivity of being closely tied to production, making changes in suppliers...even to obtain a better deal...very difficult.

**Effective Solution:** Work around issues – brand loyalty is a major issue for researchers and scientists.