



SciSure

SCIENTIFIC
MANAGEMENT
PLATFORM

How to build the Business Case for a Unified Lab Platform

A Guide for Lab Managers
and EHS Professionals

More than 50% of scientific studies are not reproducible, with some estimates as high as 70–90% depending on the discipline — a problem frequently tied to poor data management, lack of standardization, and manual or siloed processes.

— Baker, M. 1,500 scientists lift the lid on reproducibility. Nature 533, 452–454

In today's fast-paced scientific landscape, lab teams are under more pressure than ever to deliver results quickly, safely, and cost-effectively. But many labs are still **stuck with outdated systems**: fragmented ELNs, siloed LIMS, spreadsheet-driven compliance, and manual workarounds that strain resources and delay science.

You see the daily inefficiencies, the compliance close calls, and the friction between safety and science. But identifying the problem isn't enough. To drive real change, you need to convince decision-makers to invest in a better path forward.

This guide will help you do exactly that.

Lab Managers and EHS professionals often recognize the problem before anyone else.

Disconnected systems are quietly costing you

Disconnected systems don't just slow research down—they silently consume time, increase risk, and erode trust across the lab.

Time Drain

According to industry benchmarks, researchers can lose up to 20 hours per week managing fragmented tools. That's half a full-time job spent on administrative overhead instead of scientific discovery.

Safety procedures in yet another. This fragmentation leads to:

- Duplicate work
- Lost context
- Inconsistent recordkeeping
- Limited reusability of data

Compliance Risk

When safety and training logs are spread across inboxes and spreadsheets, EHS teams spend more time chasing paperwork than preventing incidents. The result? Audit stress, missed deadlines, and greater liability.

Workflow Friction

Disconnected tools mean disconnected teams. Scientists, LabOps, EHS, and IT all operate in parallel silos, duplicating effort and struggling to align.

Data Silos

Experiment notes in one system. Sample records in another.

The bottom line? Fragmentation doesn't just waste hours. It puts research quality, safety, and reproducibility at risk.



Translate Pain Into Business Value

To win leadership buy-in, you need to translate operational pain into measurable business value.



Start with a simple ROI frame

- A 10-person lab saving 5 hours/week per researcher = 2,600 hours/year
- At \$50/hour loaded cost = \$130,000 in annual labor savings



Highlight opportunity cost

- Faster onboarding for new scientists
- Less time wasted on re-running experiments
- Better collaboration across departments



Add risk reduction

- Automated compliance reduces missed training, lost data, and audit panic
- Centralized data improves traceability and reproducibility











Use examples that resonate

- Labs using integrated ELN + LIMS report 50–70% productivity gains
- Up to 60% reduction in audit prep time
- Full ROI in 6–12 months, especially when using pre-built integrations and developer toolkits

Numbers like these speak the language of leadership: cost, speed, and risk mitigation.

Labs can no longer afford to make digital transformation decisions based on gut feel alone. You need evidence. Benchmarks. A baseline. Because what gets measured, gets improved.

When you can measure the impact of every improvement—every automation, every integration—you can prove value, justify investment, and scale smarter.

SciSure impact to common chemical inventory challenges		Before SciSure	After SciSure	% Time Saved
	Adding a container to inventory	6.5 min	1.7 min	73.8%
	Finding/Viewing chemical inventory	10.5 min	1.2 min	88.6%
	Viewing inventory by space/location	17.2 min	1.4 min	91.8%
	Identifying individuals who are exposed to a specific hazard	13.7 hrs/mo	13.9 min/mo	98.3%
	Updating multiple containers at once	22.8 min	3.4 min	85%
	Correcting monthly chemical data	17.3 hrs/mo	1.7 min/mo	99.8%
	Creating a chemical inventory report	21.4 hrs	7 min	99.4%
	Chemical inventory reconciliation	20 hrs	30 min	97.5%

These results are often shared with leadership when seeking approval for SciSure. The data above reflects actual time savings reported across 32 customer sites.

You're not buying a tool—you're building a Foundation

Leaders aren't looking for another tool. They're looking for resilient infrastructure that enables growth, scalability, and scientific leadership.

Make the distinction clear:

You're not proposing another app. You're proposing a system that connects people, processes, and data across the entire research lifecycle.

Position SciSure as a Strategic Platform:

- Unifies ELN, LIMS, EHS, inventory, procurement, and training
- Modular architecture: grow at your own pace
- Built-in safety and compliance by design, not as an afterthought

- Marketplace and Developer Hub with prebuilt add-ons and open API integrations

Frame it as future-proofing:

- Supports FAIR data principles: Findable, Accessible, Interoperable, Reusable
- Enables AI readiness, reproducibility, and knowledge reuse
- Eliminates the need for costly replatforming as your lab scales

This isn't digitization for the sake of it. It's a deliberate shift from fragmented tools to a connected scientific backbone.



Executive talking points that win support

Finally, to move the conversation forward, you need messaging that aligns with leadership's goals:



1. **"We're spending too much time on manual work."**
Suggest: "An integrated system is proven to reduce time spent by over 50% and let us focus on higher-value science."



2. **"We can't afford another long IT implementation."**
Respond: "SciSure delivers ROI in weeks using pre-built integrations. And our IT team can customize as needed without waiting on vendors."



3. **"We need to de-risk our compliance audits."**
Emphasize: "With built-in safety workflows and real-time data, we're always audit-ready."



4. **"What happens as we grow?"**
Share: "SciSure scales with us—from 10 people to 1000+. We won't need a new system down the line."



5. **"Why now?"**
Underscore: "Delaying only increases hidden costs. Every week of status quo is lost time, missed insights, and increased risk."



Conclusion

Lab Managers and EHS professionals are uniquely positioned to lead **digital transformation**. You see the problems firsthand. Now you have the frameworks, metrics, and language to advocate for a smarter solution.

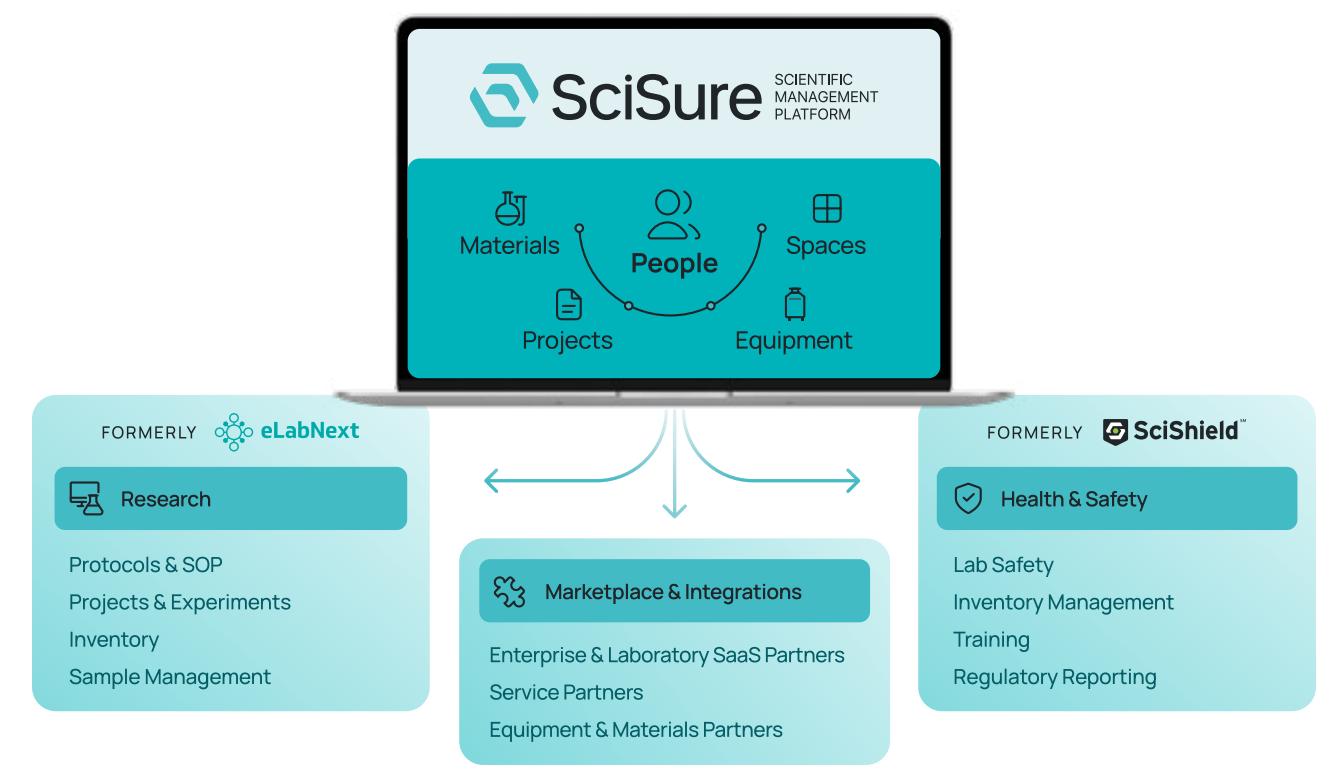
Leadership doesn't just want to know what's broken. They want to know what fixing it will deliver.

About SciSure

Purpose-Built for Modern Labs

Unlike bulky, enterprise-heavy systems that were never designed for the unique needs of life science organizations, SciSure was purpose-built for the way modern labs actually operate—whether you're running a global biotech firm, a fast-scaling mid-market company, or an incubator serving multiple startups.





Health & Safety that's built-in, not bolted on

Safety isn't just a compliance checkbox—it's a foundation for sustainable, high-performing research. SciSure weaves health and safety directly into everyday lab workflows:

- Real-time MAQ tracking and hazard visibility
- Integrated training management and safety SOPs
- Audit-ready reporting without chasing paperwork
- Automated alerts and compliance reminders right where scientists work

Research tools designed for scientists, not IT

SciSure isn't a retrofitted business platform—it's a scientific management system built for scientists, with:

- ELN and LIMS functionality designed to mirror actual lab workflows
- Sample, protocol, and equipment tracking in a single interface
- Experiment planning and data journaling that's intuitive and accessible
- Role-based access and clean data structures that support reproducibility and collaboration

No steep learning curves. No toggling between disconnected systems. Just a smarter, more streamlined Scientist Experience.

A Marketplace that scales with you

One of SciSure's most powerful advantages is our Secure Partner Marketplace, which eliminates the rigidity of one-size-fits-all systems. Labs can tailor their platform experience with:

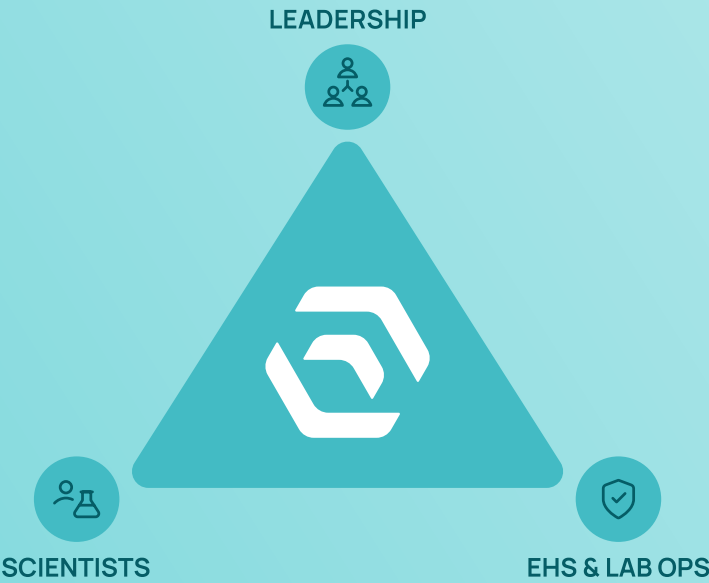
- Enterprise & Laboratory SaaS Partners — Integrate your existing tools or select best-in-class applications
- Service Partners — Plug in consulting, safety, or operational expertise as needed
- Equipment & Materials Partners — Manage procurement and asset tracking within the same platform

Whether you're an incubator serving dozens of member companies or a growing biotech building your digital stack, SciSure gives you the flexibility to build what you need—without vendor lock-in or overbuilt bloat.



Your home base for connected and reproducible science

SciSure is more than a platform—it's a commitment to better science through smarter infrastructure. Modular. Flexible. Purpose-built. *Let's reimagine what your lab can do.*





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See how SciSure makes research documentation faster,
collaboration seamless, and compliance effortless.

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