


ANALYTICAL CHEMISTRY TRAINING AND TECHNICAL SUPPORT



Helping your team
stay effective, efficient
and error free

DISTRIBUTION WITH A DIFFERENCE

Empowering your business with smart distribution, expert training, technical support, and seamless e-commerce

OUR VISION OF TRAINING

Our mission is to elevate your team's chromatography performance by delivering expert, proven education. We convert complex principles into the precise, reproducible techniques your analysts use for efficient, error-free results every day.

Why External Expertise is a Force Multiplier

We recognise that in-house training is the cornerstone of most laboratories. However, internal programmes often carry hidden costs and limitations: analyst time diverted from core work, content that lacks external validation, and instructional inconsistencies. External training is a force multiplier for your lab. We provide a structured, high-impact learning experience that supplements your in-house programme by introducing fresh, unbiased best practices and professional educational resources (like CHROMacademy) that simply aren't available internally. We make your team, and your internal efforts, better.

Why Choose Element Lab Solutions?

- Deep, Unbiased Expertise: Learn directly from specialists who provide a fresh, objective perspective, helping to identify and eliminate blind spots and inefficiencies in your current workflows.
- System-Specific Relevance: We deliver high-impact training on your own instrumentation and systems, ensuring the knowledge and techniques learned are immediately applicable to your daily work.
- Best Practices and CHROMacademy: Our training is built upon global best practices and supplemented by CHROMacademy's world-leading online resources, ensuring your team receives the most current and robust educational material available.
- Tangible ROI: We target the costly issues - downtime, rework, and data deviations. Our training pays for itself through improved throughput, faster problem-solving, and increased instrument uptime.
- Confidence & Competence: Empower your analysts with the skills to optimise methods, interpret data confidently, and deliver reliable results faster, consistently.

HPLC

- HPLC Operator
- Understanding HPLC
- HPLC Troubleshooting & Maintenance
- HPLC Method Development
- Understanding UHPLC NEW!
- Ion Chromatography NEW!
- HPLC for Biomolecules

GC

- Operating and Understanding GC
- GC Troubleshooting & Maintenance
- GC Method Development
- GC Headspace

DATA ANALYSIS

- Calibration and Quantitation
- Analytical Method Validation
- Statistics for Analytical Chemists
- Advanced Statistics for Analytical Chemists

MASS SPECTROMETRY

- LC-MS for The Chromatographer
- LC-MS Troubleshooting
- LC-MS Data Interpretation - Level 1
- LC-MS Data Interpretation - Level 2
- LC-MS for Oligonucleotides
- LC-MS for Proteins and Peptides
- GC-MS For The Chromatographer
- GC-MS Data Interpretation

OTHER TRAINING

- Fundamental ICP-MS
- Comprehensive Solid Phase Extraction (SPE)
- Dissolution
- Comprehensive Karl Fischer
- Forced Degradation (half day)

TRAINING DELIVERY OPTIONS

OUR KNOWLEDGE YOUR ADVANTAGE

Efficient. Effective. Error-free chromatography starts with expert training.



Flexible training options with a choice of **face-to-face training sessions at your lab on your instruments**, live **online courses with a tutor**, and access to our **CHROMacademy eLearning platform**.

With courses covering the entire analytical workflow, including chromatography (HPLC & GC), mass spectrometry (LC-MS & GC-MS), sample preparation, essential lab skills, statistics, and more. Choose one, or a combination that suits your team.



Face-to-face training delivered at your site

- **Private training** for your organisation
- **At your laboratory - on your instruments**
- Date, time, and content can be **tailored to your organisation's needs**



Virtual training for your organisation

- **Private training** for your organisation
- Delivered **virtually by a live instructor**
- Date, time, and content can be **tailored to your organisation's needs**



Virtual training open to any learner

- **Delivered virtually** by a live instructor
- Wide range of courses. From the basics to advanced. **Open to any learner**.
- Classes are **scheduled in our online calendar**



Self-paced online with CHROMacademy

- **Delivered online anytime** on any device
- Progress through modules, webcasts, quick guides, and video **training at your own pace**
- Create your own **custom learning paths**

Discover the full range of training options



TRAINING PARTNERSHIP

Designing an effective training program - especially for a technical field like chromatography - requires a structured approach to ensure the content is relevant, engaging, and leads to measurable skill development. We deliver tailored training solutions that start with identifying skill gaps and defining clear learning objectives. Our programs are built around your tools, SOPs, and team experience, with flexible delivery methods.

We measure success through assessments and participant feedback, provide follow-up support and refine future sessions for lasting impact.

- ✓ **TRAINING NEEDS ASSESSMENT**
- ✓ **CURRICULUM DESIGN**
- ✓ **DEVELOPMENT OF MATERIALS**
- ✓ **EVALUATION & FEEDBACK**
- ✓ **CONTINUOUS IMPROVEMENT**

EXAMPLE 2 YEAR TRAINING PROGRAM



Interested in partnering with a dedicated training provider?
Take the first step and lets talk about your training needs assessment.



CHROMacademy



Improve fundamental knowledge.
Reduce errors and repeat analysis.

CHROMacademy is an integral part of our training portfolio. It includes a wide selection of chromatography online training courses. Covering the entire analytical workflow from basic principles to advanced techniques. Created by analytical experts who appreciate the pressures of a busy lab.

Training courses are accessed via a modern **Learning Management System** (LMS), empowering organisations to deliver **consistent training across locations, track learner progress, and ensure compliance**.

Content is delivered in multiple formats and available on any device at any time.

CHROMacademy is chock full of informative and interactive modules that address virtually every aspect of modern separations. It is an indispensable tool & a brilliant source for understanding the technique.

Dr. Kevin Schug, Associate Professor, The University of Texas at Arlington

Includes video training courses endorsed by the Royal Society of Chemistry and the American Chemical Society.



American Chemical Society
Division of Analytical Chemistry



ROYAL SOCIETY
OF CHEMISTRY

APPROVED
TRAINING

TALK TO THE CHROMACADEMY TEAM
www.chromacademy.com/talk-to-our-team

Visit CHROMacademy



EFFECTIVE TRAINING IMPROVES REVENUE

Effective training delivered through a combination of in-house staff and experienced external trainers will ensure that your analysts develop essential skills needed to work effectively.

Well trained, effective analysts produce high quality, error free results, improving turnaround times and client satisfaction. This enhanced performance and greater productivity directly contributes to increased revenue for your laboratory.

EFFECTIVE TRAINING IMPROVES REVENUE

Repeat analysis is costing your lab

Facilities +
Reagents +
Tie-up of equipment +
Staff time to repeat & review +
Delays to projects +
Reputational damage

£1,500

Minimum
Per repeat analysis

EFFECTIVE TRAINING REDUCES ERRORS

INEFFICIENT ANALYST	EFFECTIVE ANALYST
Error Rate 1 in 15	Error Rate 1 in 25
Errors in 1 year 7	Errors in 1 year 4
Minimum cost of repeat analysis = £1500	
Cost of errors in 1 year £10,500	Cost of errors in 1 year £6,000

EFFECTIVE TRAINING INCREASES EFFICIENCY

INEFFICIENT ANALYST	EFFICIENT ANALYST
Sample throughput per analysis 25	Sample throughput per analysis 40
Number of samples in 1 Year 2600	Number of samples in 1 Year 4160
Revenue per sample = £30	
Potential revenue generated in 1 year £78,000	Potential revenue generated in 1 year £124,800

EFFECTIVE TRAINING IMPROVES REVENUE

Look at the impact on revenue in just 1 year

INEFFICIENT ANALYST	EFFECTIVE ANALYST
Potential revenue £78,000	Potential revenue £124,800
-	-
Cost of errors £10,500	Cost of errors £6,000
=	=
Actual revenue £67,500	Actual revenue £118,800

THE COST OF 'ON THE JOB' TRAINING

Most organisations use experienced in-house members of staff to train their new recruits 'on the job'. Although this will always be the most important aspect of training, it actually presents a significant internal cost. Let's look at a typical estimated value.

6 MONTHS OF 'ON THE JOB' TRAINING COULD BE COSTING YOU OVER £30K!



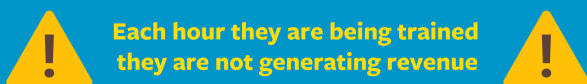
LET'S LOOK AT THE NUMBERS

Trainee analyst salary

£18,000 = £11 Per Hour

Training period for an analyst: 6 months = 840 hrs

Time spent training is 60% = 504 hrs



Loss of revenue while being trained = **£30 hr**

COST OF ANALYST DURING TRAINING

504 hrs **×** £11 (Salary) = **£5,544**



504 hrs **×** £30 (Loss of revenue) = **£15,120**



£20,520

BUT...

THAT'S NOT THE FULL COST

'On the job' training also requires the input of **experienced staff**

Senior analyst salary

£36,000 = £21.50 Per Hour

Time spent training is 25% = 210 hrs



Loss of revenue while training = **£60 hr**

COST OF SENIOR ANALYST TO DELIVER TRAINING

210 hrs **×** £21.50 (Salary) = **£4,515**



210 hrs **×** £60 (Loss of revenue) = **£12,600**



£17,115

THE FULL COST OF 6 MONTHS 'ON THE JOB' TRAINING

COST OF TRAINEE = **£20,520**



COST OF SENIOR ANALYST = **£17,115**



£37,620

HOW A TRAINING PARTNER CAN HELP



With external training you can reduce the mentoring time needed from a senior analyst



For example the 'New Recruit' training course from

CHROMacademy

Contains 30hrs of training tailored for new starts



That's 30hrs of training a senior analyst no longer has to cover!



30 hrs **×** £21.50 Salary = **£645**



30 hrs **×** £60 Loss of revenue = **£1,800**



YOU SAVE
£2,445



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We worked hard to win our reputation, we work just as hard to keep it.

Tony Taylor - Technical Director, Element Lab Solutions.

