



QUARTZY

# Boston Children's Hospital Training

## Feb 14, 2024

Transform how your lab **buys, tracks, and manages** supplies with the leading connected lab platform

[Webinar Recording Link](#)

# Presenters



**Samantha Savage**  
Manager, Customer Success  
Quartzy



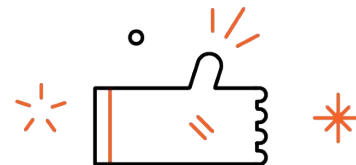
**Tom Kenney**  
Account Manager  
Quartzy



**Angelica D'Amore, PhD**  
Research Associate – Neurology, Harvard Medical School  
Staff Scientist/Laboratory Manager – Sahin Lab  
Boston Children's Hospital

# Agenda

1. Quartzzy Introduction
2. Shopping with Quartzzy
3. Live Demo: See Quartzzy in Action
  - a. Quartzzy PunchOut - *presented by Angelica*
  - b. Shop
  - c. Requests
  - d. Inventory
4. Using Quartzzy to the Fullest
5. Getting Started Checklist
6. Q&A



# Meet the Founders

Created by scientists for scientific labs

Co-founders **Adam Regelman** and **Jayant Kulkarni** were leading research at Columbia University, when they aspired to create a universal lab management solution to solve the common problems they faced everyday in the lab.

Today, Quartzy is used by over **500,000** users worldwide



**Jayant Kulkarni**  
PhD, Cornell  
CEO

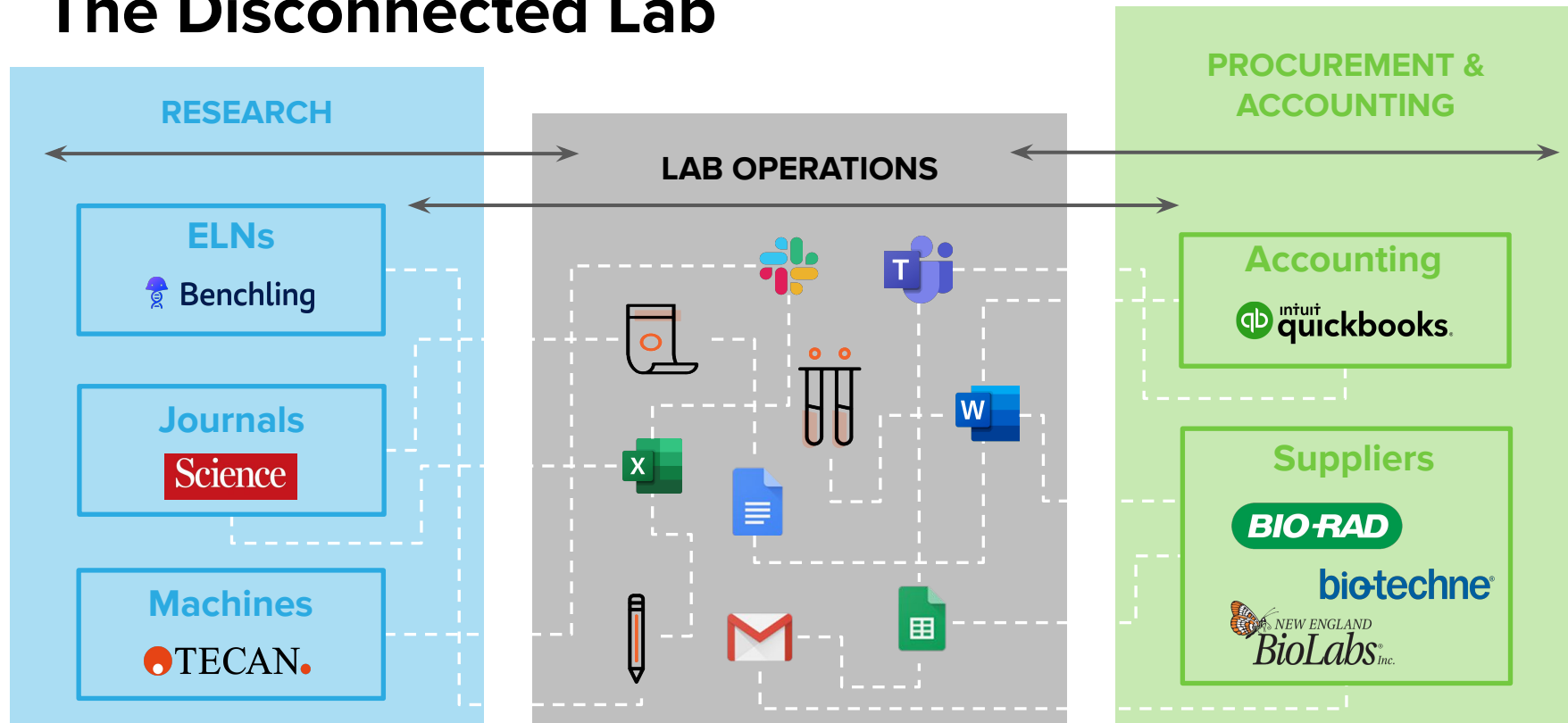


**Adam Regelman**  
MD, PhD, Columbia  
CPO



# The Current Landscape

# The Disconnected Lab

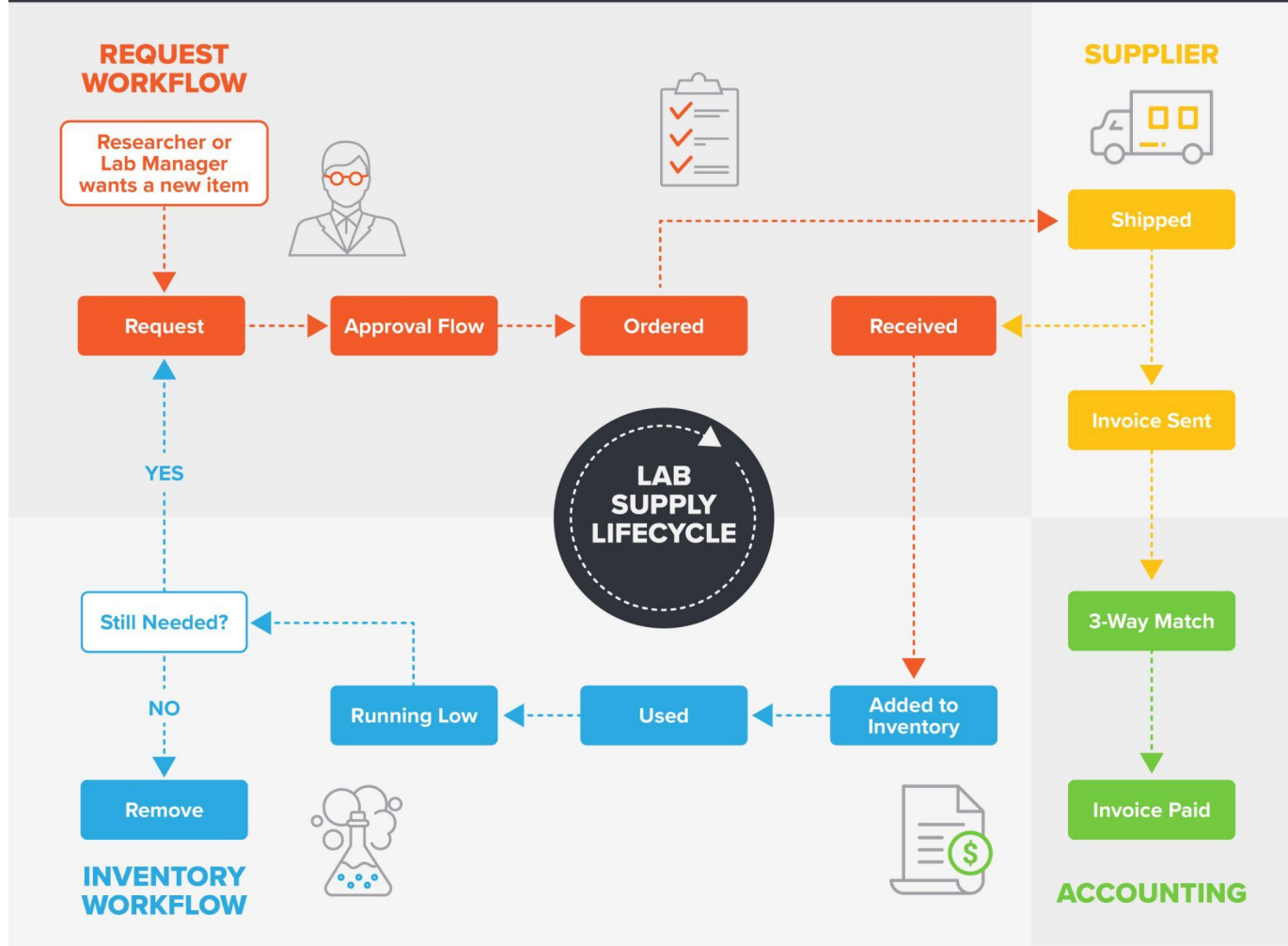


# The Quarty Solution

Accelerate the pace of discovery  
with Quartzy's connected lab  
platform

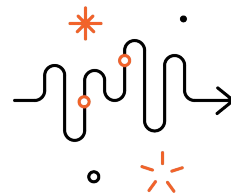
- Keep track of what needs to be ordered
- Request lab supplies
- Find product information
- Search for lower prices
- Track and search order history
- Log and track inventory

*& more!*





# Quartzy meets laboratory's top 3 needs



1

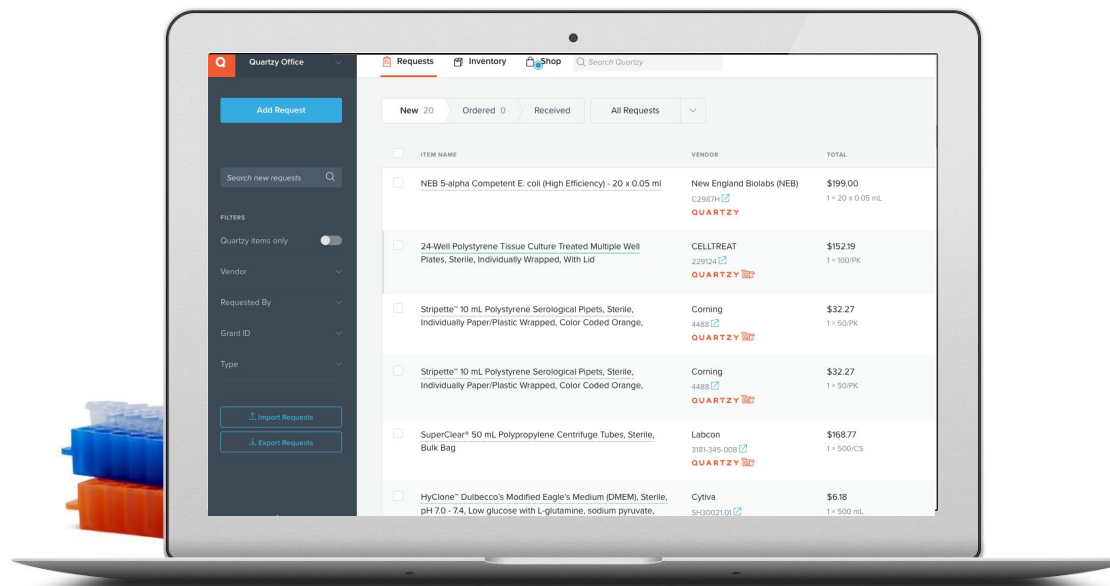
Easily track lab inventory

2

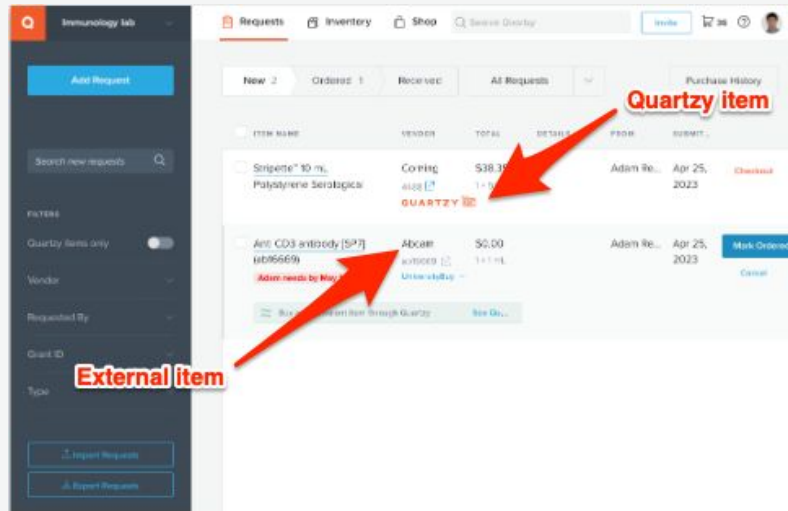
Efficiently process supply requests

3

Quickly buy, and track supplies



# Centralize requests with Quartzzy



- **Conveniently request and track all supply orders in one system:**
  - Researchers can [request](#) items from any vendor using our Lookup or manual request form
  - Receive [automated email updates](#) when request status changes, including when items are received
- **Track important ordering steps and details**
  - Setup lab [approval](#) workflows
  - [Flag items urgent](#) or indicate [backorders](#)
  - Export [custom reports](#) of requests to understand lab supply usage and track grant spend





- **Know what you have:** Quickly view inventory location and quantity and make updates.
- **Keep track:** [Customizable](#). Set minimum and maximum thresholds for inventory items. Set [expiration dates](#) and receive email reminders.
- **Never run out:** [Receive timely alerts](#) when your inventory dips below a threshold and request more

# Keep an accurate inventory and reduce the time spent finding supplies

The screenshot shows the Quartzy web application interface. At the top, there are navigation tabs for 'Requests', 'Inventory' (which is selected), and 'Shop'. Below the tabs is a search bar and a shopping cart icon showing 22 items. The main content area displays a table of inventory items. One item, 'Qrp 70G Heat Gloves, 12 inches', is highlighted with a black box. An arrow points from this box to a detailed 'Item' view pop-up on the right. The table lists items with columns for item name, vendor, amount, location, type, owner, added, and updated. The detailed view for 'Qrp 70G Heat Gloves' shows fields for Vendor (QUARTZY), Catalog # (70G), Amount In Stock (1 unit), Min To Stock (20), Max To Stock (100), Unit Price (313.67), Unit Size (1/EA), and a URL.

ITEM NAME	VENDOR	AMOUNT	LOCATION	TYPE	OWNER	ADDED	UPDATED	
<input type="checkbox"/> A single, 3" nail of normal thickness	Ace Hardware 764666174702	18 units	Ste 125	Office Sup...	Chris Tappe	Apr 20, 2017	Oct 25, 2022	<a href="#">Request</a>
<input type="checkbox"/> Qrp 70G Heat Gloves, 12 inches	QRP Gloves 70G QUARTZY	1 unit Min: 20 units Max: 100 units Low Stock	Back Cub... Shelf 3	General S...	Corinne D.	Mar 19, 2019	Oct 5, 2022	<a href="#">Request</a>
<input type="checkbox"/> Donkey serum, Sigma-Aldrich D9663-10ML	Sigma-Aldrich D9663-10ML QUARTZY	10 units Min: 15 units Low Stock		General S...		Jun 24, 2022	Jul 14, 2022	<a href="#">Request</a>
<input type="checkbox"/> Stapler, Stapler, Stapler Type=Desk	Staples 504365	1 unit		General S...	Amy K.	May 10, 2022	May 10, 2022	<a href="#">Request</a>
<input type="checkbox"/> Hamilton Beach 40540 Brew Station 40-Cup Coffee Urn, Silver	Amazon 40540	50 bottles						
<input type="checkbox"/> Glie sticksn	Office Depot n/a	28 bottles						

**Item**

Vendor: **QUARTZY** QRP Gloves

Catalog #: 70G

Amount In Stock: 1 unit | Min To Stock: 20 | Max To Stock: 100

Unit Price: 313.67 | Unit Size: 1/EA

URL: <https://www.coleparmer.com/i/qrp-70g-he-...>



# Shopping with Quartzy

The one-stop-shop for all of  
your lab supply needs

- Browse by supply categories
- Deeply discounted pricing
- Purchase 15M+ different products from 1,800+ life science brands & 350+ vendors



Here's a snapshot of supplies and brands we distribute:

- Cells/Cell Lines
- Chemicals & Biologics
- Consumables
- Enzymes
- Equipment
- Filtration/Purification Kits
- Office & Office Supplies
- Storage
- Safety & Cleaning
- Surgical Supplies
- Tissue and Culture



Explore more suppliers [here](#)

Quartzy Confidential & Proprietary



# What you get when ordering from Quartzy

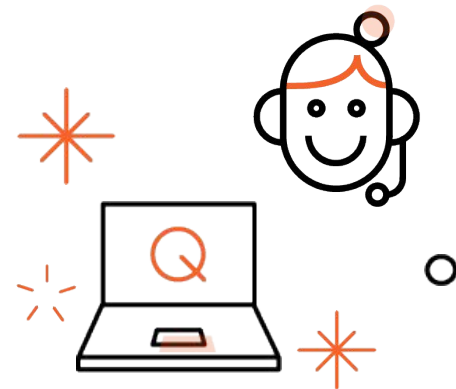
- 1 Competitive pricing w/ free standard shipping on orders >\$199
- 2 Vendor communication and order updates are on us
- 3 Active order tracking
- 4 Two Quartzy Fulfillment Centers (QFCs) to get products to you faster
- 5 Dropshipping provided from our partner suppliers if we don't have it in stock



**And...**

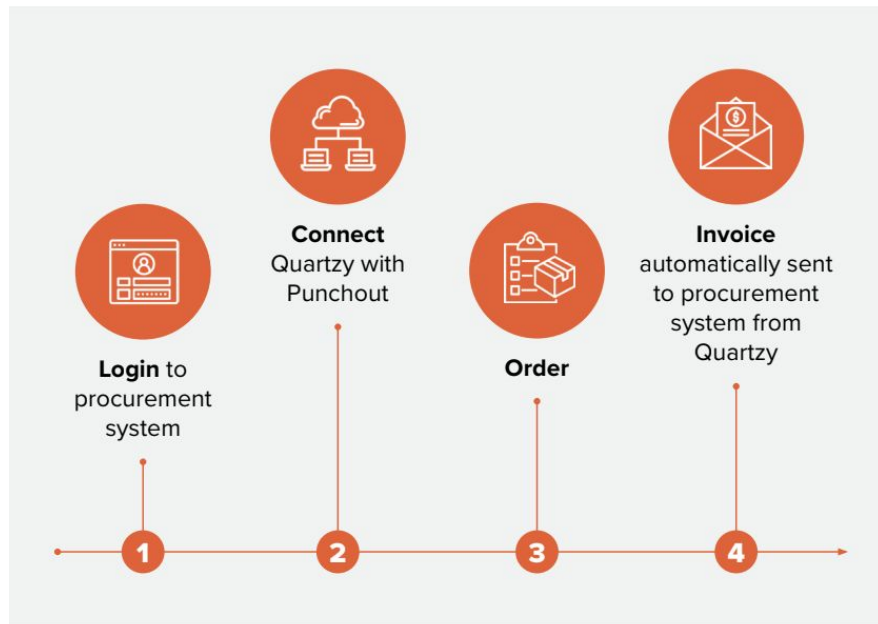
# What sets us apart!

Our *delightful*  
Customer Support  
Team, with a  
satisfaction score  
*above 98%*



# Purchasing made easy with Quartzy PunchOut

1. Login to **PeopleSoft**
2. Click the **QUARTZY** tile
3. **In Quartzy**, add the items you'd like to purchase to the cart
4. Click the cart icon and finalize your purchase
5. **Submit the purchase request** which will transfer the cart to PeopleSoft to complete last steps
6. Click **Checkout**



User Guide:

[Purchase from Quartzy using PunchOut at Boston Children's Hospital](#)

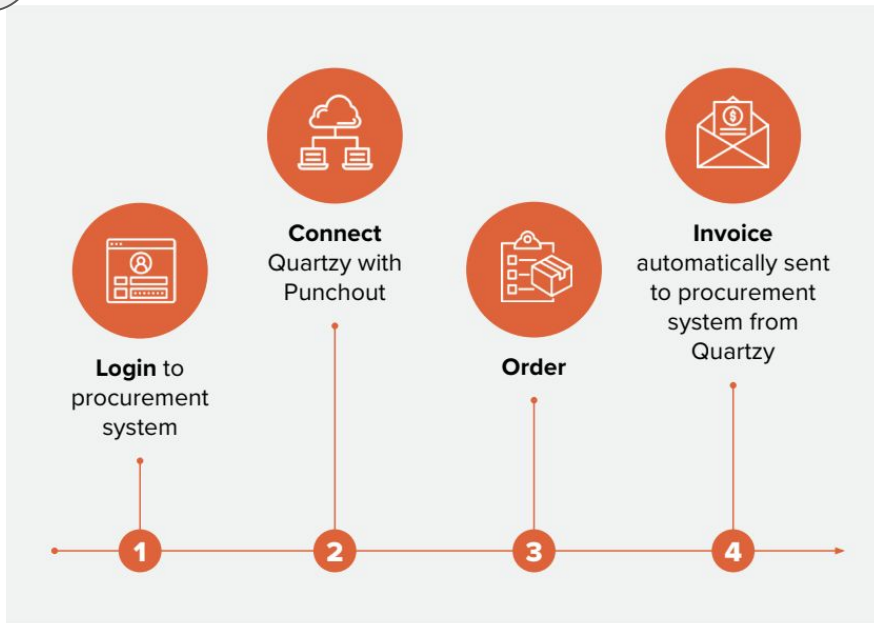
# Purchasing made easy with Quartzzy PunchOut

**EVERY NEW LAB RECEIVES \$250 TO PURCHASE LAB SUPPLIES FROM THE QUARTZZY SHOP.**



*Promo codes are single-use and expire after 60 days. The code will present in your Quartzzy cart for you to apply to your order of >\$250.*

[Apply a promo code using Quartzzy Shop PunchOut](#)







# Demo:

## See Quartzzy in Action!

- Quartzzy PunchOut - *presented by Angelica*
- Quartzzy Shop
- Maximizing your use of the Requests module
- Inventory introduction



# Using Quartzy to the Fullest



# Automated Inventory Alerts

# Expiration Date Alerts

Know when an item needs to be discarded / replaced

- Set an [expiration date](#) for individual items within the Inventory module

Serial #AJ00004

**(-)-THUJOPSENE >=97.0% 250MG**

Owned By Taylor Greene

Request

Specs

Technical Details

Expiration Date

August 2019

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Serial #AJ00004

**(-)-THUJOPSENE >=97.0% 250MG**

Owned By Taylor Greene

Request

Specs

Technical Details

Expiration Date

10/31/2019

Auto Reminder

None

1 week before

2 weeks before

1 month before

# Min/Max Thresholds and Low Stock Alerts

Know when you need to reorder with min/max thresholds in your inventory

- Ability to set a [minimum and/or maximum threshold](#) for individual items.
- Inform users how much of an item should be ordered.

The screenshot displays a web application for inventory management. On the left is a dark sidebar with a teal 'Add Item' button at the top. Below it is a search bar labeled 'Search inventory' with a magnifying glass icon. Under the search bar is a 'FILTERS' section. The 'Low Stock' filter is highlighted with a red rectangle and has a toggle switch turned on. Below 'Low Stock' are four filter categories: 'Location', 'Type', 'Vendor', and 'Owner', each with a dropdown arrow. The main content area on the right is a table with two columns: 'ITEM NAME' and 'AMOUNT'. It lists four items, each with its current stock, minimum threshold, maximum threshold, and a 'Low Stock' alert icon (a red circle with an exclamation mark) and text.

ITEM NAME	AMOUNT
<input type="checkbox"/> <a href="#">10X TBE Buffer Concentrate</a>	2 bottles <b>Min:</b> 2 bottles <b>Max:</b> 4 bottles ⓘ Low Stock
<input type="checkbox"/> <a href="#">1000ul XTip4 LTS Tips, Non-Sterile</a>	2 cases <b>Min:</b> 2 cases <b>Max:</b> 8 cases ⓘ Low Stock
<input type="checkbox"/> <a href="#">1ml Sliptip TB Syringe</a>	6 packs <b>Min:</b> 8 packs <b>Max:</b> 12 packs ⓘ Low Stock
<input type="checkbox"/> <a href="#">(±)-Sodium β-hydroxyisobutyrate</a>	5 bottles <b>Min:</b> 15 bottles <b>Max:</b> 20 bottles ⓘ Low Stock

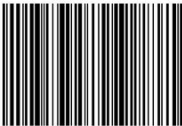





# Quartzy-Generated Barcodes

# Generate Barcodes from your Inventory

- Select which [barcodes](#) you'd like to generate, barcode type, number of copies, etc.
- Download via Word document, and print!



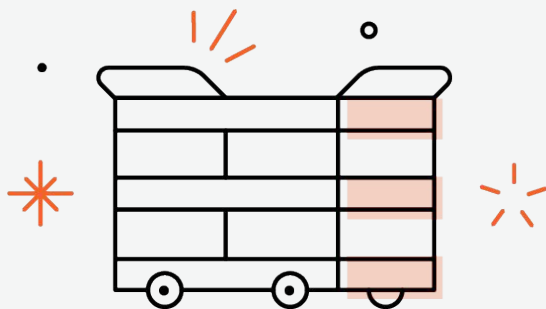
	<b>1kb plus Ladder</b>
256036-A00106	Manu: CORE
	Part #: MDL-1000P
	Size: tube
	<b>2'3'-cGAMP (sodium salt)</b>
256036-A00045	Manu: Cayman Chemical
	Part #: 19887
	Size: 500 ug

	<b>1kb plus Ladder</b>
256036-A00106	Manu: CORE
	Part #: MDL-1000P
	Size: tube
	<b>2'3'-cGAMP (sodium salt)</b>
256036-A00045	Manu: Cayman Chemical
	Part #: 19887
	Size: 500 ug



# Best Uses for Barcodes

Barcodes are most helpful when placed somewhere permanent or semi-permanent where the same item is always kept.



Photos: Uline.com



Quartzly Confidential & Proprietary







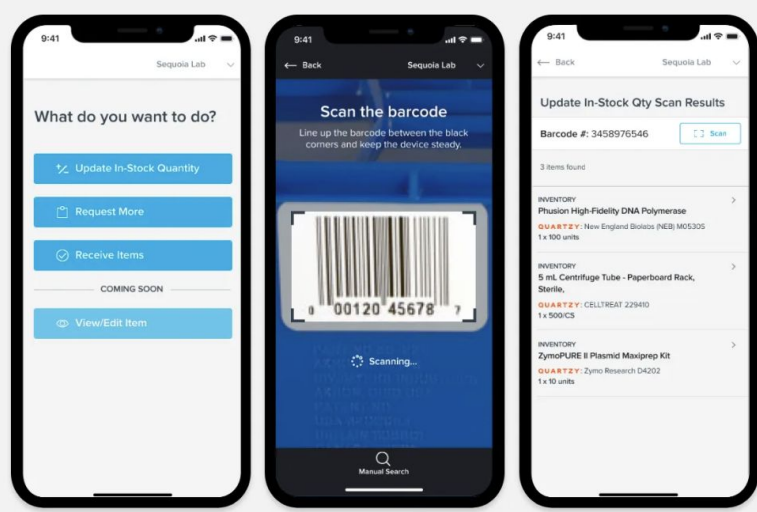
# Quartzzy Mobile App

**The power of Quartzzy in your pocket!**

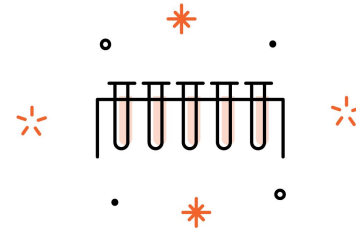
# Quartzy Mobile App

Track inventory stock levels easily.

- Create barcode labels for items in your stockroom
- Scan barcodes from your mobile device to search for the items in Quartzy
- Easily increase or reduce the amount in stock
- Request items while in the lab
- Receive items into inventory and upload packing slips



The mobile app puts the power of Quartzy in your pocket



The background is a dark blue-grey color, decorated with a pattern of small, light orange icons. These icons include a lightbulb, a laptop with a 'Q' logo, a book, a molecular structure, a pencil, a document with a grid, a computer mouse, a network diagram, a flask, a clock, a test tube, and a document with horizontal lines. The icons are scattered across the entire background, creating a scientific and technological theme.

# Integrations

**The Quartzzy platform provides integrations  
with the technologies you use daily for a  
truly connected lab experience**

# Achieve the connected lab platform

- Eliminate the manual transfer of data between softwares
- Automate manual process to reduce human error
- Increase efficiency by automatically syncing information between systems

Interested in learning more? Reach out to us at [support@quartzzy.com](mailto:support@quartzzy.com)





# Onboarding and Support

# BCH + Quartzy Partnership

## Partnership Overview

- 1 LAB MANAGEMENT**  
BCH labs have access to Quartzy's lab supply management platform.
- 2 SHOP**  
Experience streamlined purchasing through Quartzy's Shop giving you access to millions of lab supplies from your favorite brands.
- 3 DISCOUNTS ON SUPPLIES**  
BCH has also negotiated deep lab supply pricing discounts from Quartzy for member labs. Additional special pricing quotes can also be provided upon request.
- 4 PUNCHOUT is LIVE**  
Punchout to Quartzy from the BCH Peoplesoft (E-Marketplace) - Streamline your purchasing workflows and access millions of lab supplies from your favorite brands



For more details, visit our [Quartzy + BCH Info Page](#)



## Getting Started Resources

- [Intro video guides](#)
- [Step-by-step instructions](#)
- [On-demand webinars](#)
- [\*\*Book an onboarding call!\*\*](#)

## Getting Started Checklist

### Admins:

- ☐ [Create or join a lab](#)
- ☐ [Invite your members](#)
- ☐ Add [types](#) and [locations](#)
- ☐ Upload your [inventory](#) (and [order history](#))
- ☐ Register for [admin training series](#)

### Members:

- ☐ Register for a [member training session](#)
- ☐ Add your first [Quartzly request](#)
- ☐ Add your first [non-Quartzly request](#)
- ☐ [Send a comment](#) using the tag function (@name)
- ☐ Once order received, “Mark Received” and include location where it will be stored

# Support Resources and Contacts



**Tom Kenney**  
**Account Manager - Boston**

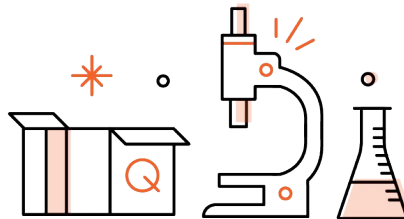
[tom.kenney@quartzzy.com](mailto:tom.kenney@quartzzy.com)  
(617)272-0760



**Customer Success Team**  
[success@quartzzy.com](mailto:success@quartzzy.com)

Contact for:

- Onboarding & feature training
- Tips on using Quartzzy for your lab
- Feedback on features
- Helping your lab meet its goals with the system



## Self-Help Resources

- [Quartzzy + BCH landing page](#)
- [Quartzzy University](#) - training provided for you and your team!
- [Blog](#)
- [Support Center](#)
- [Quartzzy Lab Managers LinkedIn Group](#)



**Support & Life Science Teams**  
[support@quartzzy.com](mailto:support@quartzzy.com)

Contact for:

Technical questions  
Questions about a Quartzzy order  
Sourcing alternative products  
Finding equivalent matches

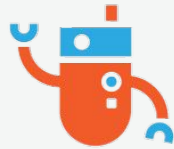






# Q&A

**Thank you all for attending!**  
**The recording will be emailed shortly.**



**QUARTZY**