

Customer Case Studies

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CUSTOMER CASE STUDIES

Pharma & Biotech



CUSTOMER CASE STUDY

Merck Healthcare Transforms Research Collaboration with Secure Digital Workspaces

Background:

Merck Healthcare needed to improve collaboration with global contract research organizations (CROs). Their existing process created significant delays, with vital information arriving weeks or months after work completion, leading to extended research timelines. Inconsistent documentation quality across CROs created integration challenges and increased the risk of misinterpretation.


“

By integrating CROs directly into our ELN, we've greatly enhanced our collaboration process...We no longer face months of delays waiting for critical data. Instead, we have real-time visibility into external research and can ensure that all documentation aligns with our high standards.”

Jörg Kuharev, Principal Data Scientist at Merck Healthcare

Key benefits to users

- Real-time visibility into external research
- Standardized formats for easier analysis
- Eliminated documentation reconciliation work
- Better experimental traceability

Key benefits to organization

- Stronger CRO partnerships through transparency
- Enhanced IP protection with real-time data access
- Foundation for advanced analytics integration
- Positioned for future pharmaceutical innovations

[Read Case Study](#)

Before:

Delays accessing external research data. Inconsistent documentation formats across CROs. Excessive communication cycles to clarify data details.

Solution:

Implemented **Signals Notebook**.

Result:

Accelerated research cycles with real-time access to standardized external data.



CUSTOMER CASE STUDIES

Drug Discovery



Drug Discovery

CUSTOMER CASE STUDY

Nimbus Therapeutics Optimizes Discovery Throughput with Spotfire Visualization

Background:

Nimbus Therapeutics, a biotech company, employed a distributed research model with CRO partnerships. While effective, this approach led to challenges in efficiently processing and analyzing large volumes of data originating at their CRO partners. The result was bottlenecks in their drug discovery pipeline, impacting their ability to register and screen new chemical entities.

“

Just balancing a couple of resources or a couple of FTEs led to a substantial increase of more than 50% in terms of the amount of new chemical entities that were registering and screening, and the more chemical matter screened means you can get to your drug candidate faster.”

Alex Benzell, Chemistry Scientist at Nimbus Therapeutics

Key benefits to users

- CRO data upload time cut to 2 days; down from 3.8 days
- Manual interventions halved (from 20% to 9%)
- Better data insights via Spotfire
- Efficient CRO task allocation

Key benefits to organization

- 50% increase in screening throughput
- Optimized resource allocation
- Faster drug candidate discovery
- Improved CRO collaboration
- Data-driven strategic insights

[Read Case Study](#)

Before:

Limited visibility into CRO research, inconsistent data delivery, and 20% data upload failure rate.

Solution:

Implemented **Spotfire**.

Result:

Optimized task assignment to efficient CROs and **50% increase** in screening throughput.





CUSTOMER CASE STUDY

SK Life Science Labs Accelerates Drug Discovery with Signals Notebook

Background:

Emerging biotech companies like SK Life Science Labs operate with lean teams, relying on external CROs for research. Inefficient data sharing and inventory tracking slowed research progress. Manual workflows using Excel and PowerPoint led to inconsistencies, poor visibility, and administrative bottlenecks.

“

Signals Notebook has been a great resource [for our researchers] and our leadership team needed visualization of experiments in a dashboard. Spotfire has been a great visualization for these tools and the applications of the dashboard creation.”

Nina Mucciolo, Senior Research Associate, Research Informatics
at SK Life Science Labs

Key benefits to users

- Seamless data sharing and reduced manual intervention
- Real-time experiment tracking and inventory updates
- Consistent and automated data entry across all research partners

Key benefits to organization

- Faster drug discovery timelines with automated workflows
- Improved collaboration with CROs and streamlined processes
- Greater visibility into research progress and compliance

[Read Case Study](#)

Before:

Cumbersome, outdated data sharing methods. Limited oversight of experiments and inventory. Unstandardized data from CRO partners.

Solution:

Implemented **Signals Notebook** and **Spotfire**.

Result:

Accelerated CRO workflows from days to **minutes**.





Drug Discovery

CUSTOMER CASE STUDY

Exscientia: Customizing Spotfire for AI-Driven Drug Discovery

Background:

Exscientia, an AI-driven drug discovery company, needed a unified informatics platform to seamlessly share algorithms, manage data, and enhance collaboration among its diverse teams. The challenge was ensuring that non-technical researchers could access powerful AI models without extensive training.

“

Python can be complicated to use...[Spotfire] makes this complicated functionality available to users without any Python experience. So it's really democratizing access to this complex functionality.”

Alastair Pate, Associate Director, Data Visualisation and Analytics
at Recursion

Key benefits to users

- Simplified access to AI-driven models and data visualizations
- Faster decision-making with integrated data from both biological and chemical perspectives
- Streamlined workflows with automated processes

Key benefits to organization

- Increased productivity with customized workflows and easy access to AI algorithms
- Enhanced collaboration across multidisciplinary teams
- More efficient drug discovery timelines through real-time data analysis

[Read Case Study](#)

Before:

Difficulty sharing AI models with non-technical researchers. Limited real-time data access and project integration. Inefficient chemical and biological data management workflows.

Solution:

Implemented **Spotfire**.

Result:

Boosted productivity by enabling non-technical users to access AI models without coding.





CUSTOMER CASE STUDY

Eli Lilly: Implementing and Maintaining a Cloud ELN in a GxP Environment

Background:

Eli Lilly needed a modern electronic laboratory notebook (ELN) that met strict GxP compliance requirements while integrating with existing research platforms. The solution had to be scalable, user-friendly, and minimize IT workload.

“On our old [ELN] system, we were averaging about more than 90 tickets a month. And when we moved into our Signals Notebook, we saw a decrease to about an average of 10 tickets a month. That really spoke to having a solution that was more intuitive for our users. And that helped free up that capacity for our IT support by having less tickets.”

Alycia Hargraves, IT Manager at Eli Lilly

Key benefits to users

- Faster access to notebooks with no IT setup required
- Continuous access to the latest features
- Real-time collaboration across global teams

Key benefits to organization

- Predictable update cycles ensuring ongoing compliance
- Reduced IT workload and faster issue resolution
- Improved data security and controlled access

[Read Case Study](#)

Before:

Outdated, on-premise ELN requiring frequent IT support. Complex notebook setup process. Infrequent software updates with lengthy validation periods.

Solution:

Implemented **Signals Notebook**.

Result:

90% reduction in IT help desk requests.





CUSTOMER CASE STUDY

Harnessing the Efficiencies of Modern Informatics for Life Sciences R&D

Background:

Merck Life Sciences (a division of Merck KGaA) struggled with inefficient data management across its global R&D operations. Relying on paper laboratory notebooks and scattered electronic tools led to lack of data standardization, inefficient communication, and limited collaboration across their extensive research organization.


“

Electronic lab notebooks are not just a tool. They are the catalyst for innovation, collaboration, and progressing in the real world of science.”

Yi Sun, Head of IT R&D Applications at Merck Life Science

Key benefits to users

- Real-time feedback on experiments
- Reduced manual data handling
- Hands-free data capture for richer records
- Instant access to material safety data

Key benefits to organization

- Optimized asset utilization via sample management
- Improved safety with integrated LIMS data
- Enhanced security with customized access levels
- Increased productivity by reducing manual tasks

[Read Case Study](#)

Before:

Paper-based lab notebooks with limited searchability. Inconsistent data formats across research teams. Manual data transfer between systems. Limited visibility of research across departments.

Solution:

Implemented **Signals Notebook**.

Result:

Enhanced collaboration across teams with real-time feedback, data sharing and informed decision-making.





CUSTOMER CASE STUDY

Templating Complex R&D Workflows for Consistency and Traceability

Background:

The Astellas Institute's Cytogenomics team faced inefficiencies tracking complex RNA sequencing workflows across global teams, resulting in documentation errors, communication delays, and interpretation bottlenecks.

“We have requesters from California. We have requesters from Japan. And the beauty of Signals Notebook is that we can communicate all the different ideas and...all the discussions will be part of the experiment. So, at the end, whenever we close this experiment, it will have the entire package.”

Gabriel Gonzalez, Senior Scientist Translational Development at
Astellas Institute for Regenerative Medicine

Key benefits to users

- Consistent data capture across multi-person workflows
- Real-time visibility into experiment status
- Structured templates reduce errors
- Increased efficiency with templated processes

Key benefits to organization

- Complete sample traceability with automatic timestamps
- Improved efficiency through templated processes
- Enhanced cross-team transparency
- Accelerated projects through faster error correction

[Read Case Study](#)

Before:

Poor tracking of multi-step experimental requests. Documentation gaps and errors. Email-dependent status updates. Delayed global communication.

Solution:

Implemented **Signals Notebook**.

Result:

Enhanced global collaboration through end-to-end templates for effective experimental request workflows.





CUSTOMER CASE STUDY

Discovering the Ease of Maintaining GxP Validation in a Cloud-Based ELN

Background:

Roche Diagnostics needed to implement a cloud-based electronic laboratory notebook (ELN) across its R&D labs while maintaining GxP validation requirements. They needed to balance the benefits of agile software practices with the strict validation needs of a regulated environment, transitioning over 3,100 users from paper notebooks and legacy systems.

“

We have this self-contained world of not only the product strategy and all the documentation that you would normally have with the validated system, but it also allows us to have an agile delivery with user stories and releases. So that was a huge win for us.”

Jen Kraljevich, Product Manager at Roche Diagnostics

Key benefits to users

- Latest ELN features without compliance risks
- Quick adoption through modular training
- Consistent validation globally
- Enhanced cloud-based collaboration

Key benefits to organization

- Streamlined validation through risk-based approach
- "Release ready" status at all times
- Predictable update schedule with controlled rollouts
- Successful expansion from 60 to 3,100+ validated users

[Read Case Study](#)

Before:

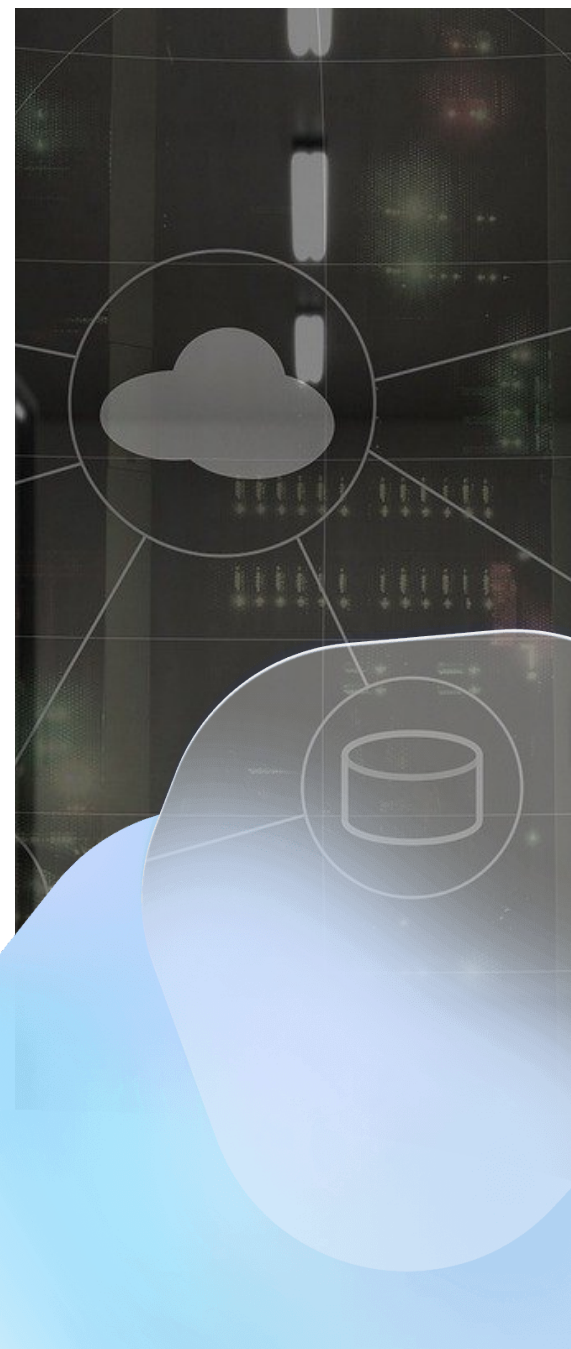
Rigid validation processes limiting software updates. 1,000+ scientists using paper lab notebooks. 500+ users on outdated legacy ELN systems. Concerns about maintaining compliance with cloud solutions.

Solution:

Implemented **Signals Notebook**.

Result:

Successful cloud adoption while maintaining continuous GxP validation.





CUSTOMER CASE STUDY

Axxam CRO Transforms Quality Operations with an ELN for Data Integrity

Background:

Axxam's reliance on paper records—despite implementing GLP-based quality systems—limited visibility, traceability, and real-time data management in early-stage drug discovery.

“

The Revvity Signals experts supported us at every step of integrating and configuring Signals Notebook for our labs and company.”

Dario Gioia, Computational Structural Biologist at Axxam

Key benefits to users

- Unified digital solution fosters seamless collaboration
- Compound management now managed and available electronically
- Improved compliance and workflow clarity

Key benefits to organization

- Improved collaboration between medicinal chemistry and biology
- Stronger audit readiness and information security
- Standardized processes improved quality (ISO 9001 and ISO 27001)

[Read Case Study](#)

Before:

Paper-based workflows hindered agility. Disconnected processes across departments. Challenges ensuring data integrity and compliance.

Solution:

Implemented **Signals Notebook**.

Result:

115+ users across 12 departments onboarded. **ISO 9001 and ISO 27001** attained.





CUSTOMER CASE STUDY

Axxam Replaces 3,000 Paper Notebooks Improves Data Integrity with Revvity Signals Notebook

Background:

Axxam struggled with 3,000 paper notebooks filled over nearly two decades, leading to inefficient data capture, poor traceability, and compliance risks.

“

Signals Notebook connects all experimental activities, even from teams that are not directly involved in laboratories. For example, the compound management group and data sciences group have become part of this process. These two groups never used paper notebooks, but now they are inside this process, and they are connected by Signals Notebook.”

Beatrice Bellanti, Quality Assurance Manager at Axxam

Key benefits to users

- Quicker, more accurate experiment documentation
- Easy data search and sharing across teams
- Reduced manual entry and related errors

Key benefits to organization

- Enhanced data integrity and reproducibility
- Signals Notebook's APIs facilitated the migration existing databases
- Better compliance and audit preparedness

[Read Case Study](#)

Before:

Manual, fragmented documentation.
Difficult data retrieval and sharing. High risk of errors and data integrity gaps.

Solution:

Implemented **Signals Notebook**.

Result:

Replaced 3,000 paper notebooks with a unified digital system. Axxam simplified data migration and reduced the need for manual entry by implementing API integrations.





CUSTOMER CASE STUDY

Eli Lilly Harnesses Signals Notebook To Elevate Collaboration and Streamline Compliance

Background:

Eli Lilly aimed to enhance research efficiency while maintaining GxP compliance and a complex tech ecosystem. Building automation and integration tools that align with strict validation standards was a core challenge.

“

The success of these integrations lies in their ability to make complex workflows intuitive and scalable. This allows us to focus on advancing our research and delivering meaningful outcomes.”

Douglas Stack, Director R&D IT at Eli Lilly

Key benefits to users

- Reduced data entry errors and faster molecule registration
- Improved visibility into experiment status and pending tasks
- Confidence in compliance via controlled automation and access

Key benefits to organization

- Scalable, intuitive workflows that support innovation under regulation
- Seamless integration with existing systems while maintaining GxP standards
- Proactive oversight and audit-readiness via dashboards and structured APIs

[Read Case Study](#)

Before:

Manual molecule registration requiring significant time and prone to data errors. Limited visibility into experiment status and compliance gaps. Integration bottlenecks due to rigid validation and release processes.

Solution:

Implemented **Signals Notebook**.

Result:

Automated molecule registration and real-time dashboards.





CUSTOMER CASE STUDY

Natco Pharma looks to streamline development to enable faster regulatory approval

Background:

Natco Pharma's manual R&D workflows—paper-based forms, such as COAs, test requests, sample forms, and reconciliation templates—hindered development speed, risked audit trail integrity, and burdened teams across R&D, tech transfer, and validation processes.

“

Transitioning to an electronic system would open up new possibilities for data interconnectivity and dynamic field configurations, making it unnecessary to mimic the traditional formats with repetitive data entry. When it came to selecting the right solution for Natco Pharma, we based our selection criteria on five pillars: time, cost, innovation, compliance, and data archival retrievability. The result of our review was a clear choice for Revvity Signals Notebook.”

P. Rama Seshagiri Rao, Manager of Data Quality Assurance at Natco Pharma

Key benefits to users

- Consistent, efficient and compliant data capture with standardized templates and automated reference checks
- Easier task assignment and visibility into next steps via dashboards
- Faster access to materials and results, enabling

Key benefits to organization

- Accelerated R&D, technology transfer, and plant validation timelines
- Stronger compliance posture with complete data traceability
- Optimized workflows enabling faster regulatory filings

[Read Case Study](#)

Before:

Time-consuming manual documentation with data duplication
Fragmented workflows delaying technology transfer and filing prep.
Inadequate traceability and audit readiness.

Solution:

Implemented **Signals Notebook**.

Result:

Digitized report and request workflows, freeing up staff time and reducing errors.





CUSTOMER CASE STUDY

Millipore Sigma transforms experimental design with digital process twins

Background:

Historical experimental workflows relied on manual, fragmented processes that introduced inefficiencies, metadata gaps, reproducibility issues, and limited collaboration across teams. Environmental variables (like lab temperature or light changes) often went untracked—impacting reliability.

“

By creating a shared foundation for experiment design, we're enabling researchers across the globe to collaborate seamlessly and build on each other's work.”

David Nogales, Chief Information Officer at Millipore Sigma

Key benefits to users

- Rapid, reliable experiment setup and execution
- Greater control over environmental variables and conditions
- Seamless, shared workflows across distributed research teams

Key benefits to organization

- Accelerated discovery with fewer physical experiments
- Consistent, reproducible protocols across projects
- A scalable, data-rich framework for innovation and research continuity

[Read Case Study](#)

Before:

Experimental inconsistencies due to poor data capture and manual steps. Incomplete metadata and low reproducibility. Disconnected teams with inconsistent workflows.

Solution:

Implemented **Signals Notebook**.

Result:

Up to **75% faster** experimental timelines.





CUSTOMER CASE STUDY

Sygnature Discovery Develops Tailored Workflows and Boosts Productivity with Signals Notebook

Background:

Sygnature Discovery, a global CRO with 900+ scientists in the UK and Canada, struggled with disconnected workflows—across acquisitions and legacy systems that lacked integration with ChemDraw—resulting in manual data transfers, inefficient collaboration, and reduced productivity.

“

There are the umbrella groups, which hold all projects for individual clients, and then the project groups underneath, which hold experiments, with strict access control between the tiers. Usually, a chemist will only have access to one project at a time, preventing any possible confusion between experiments and the creation of duplicate projects.”

Matthew Crittall, Lead Scientist, Sygnature at Discovery

Key benefits to users

- Streamlined experiment entry that keeps scientists focused on research, not complex ELN navigation
- Secure collaboration with access controls
- Consistent samples enable compliance and reporting

Key benefits to organization

- Unified global operations for efficiency
- Stronger data consistency and compliance
- Scalable, customizable innovation workflows

[Read Case Study](#)

Before:

Fragmented operations across business units. Legacy ELN not compatible with modern tools like ChemDraw. Time-consuming manual data transfers and collaboration friction.

Solution:

Implemented **Signals Notebook**.

Result:

Signals Notebook ensures **consistent, compliant data** for research and patents.





CUSTOMER CASE STUDY

With Signals Notebook, AstraZeneca Increases Productivity for Developing Complex Therapeutics

Background:

AstraZeneca, a global pharmaceutical company, faced challenges developing complex therapeutics due to a legacy ELN that was slow, lacked collaboration features, and did not support integrated chemistry and biology data—resulting in fragmented data, inefficient collaboration, and slowed R&D productivity.

“

Our accelerated rollout programme has delivered drastic improvements for our users.”

Philip Johnson, Director, R&D Technology Platforms for Drug Discovery at AstraZeneca

Key benefits to users

- Streamlined data capture for faster R&D
- Integrated tools for better collaboration
- Supported complex chemistry and biology workflows
- Large-scale adoption across 3,800+ scientists

Key benefits to organization

- Faster time to market for therapeutics
- Improved global collaboration and data consistency
- Better handling of complex data and modalities
- High adoption boosted productivity and satisfaction

[Read Case Study](#)

Before:

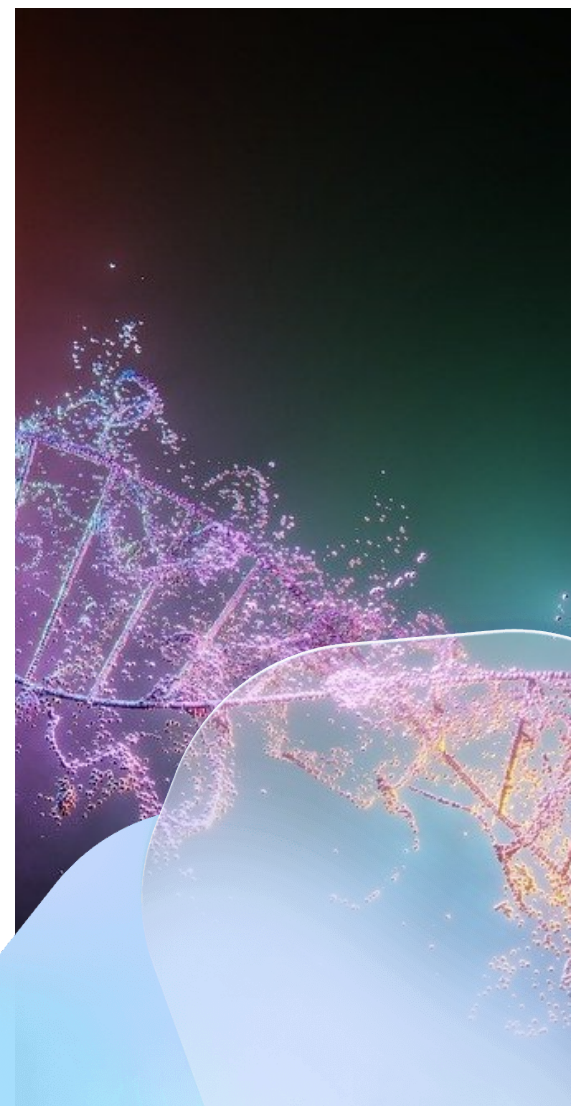
Slow, non-intuitive ELN. Limited data reuse. Fragmented collaboration. Hard-to-manage datasets.

Solution:

Implemented **Signals Notebook**.

Result:

Faster **development**, improved **collaboration**, streamlined **data management**.





CUSTOMER CASE STUDY

With Signals Notebook, Lundbeck Integrates Biologists into a Shared Research Ecosystem

Background:

Lundbeck, a mid-sized pharmaceutical company specializing in neuroscience, faced challenges with its legacy electronic laboratory notebook (ELN) system. The system had become a "file dump," unsearchable and inefficient, particularly for its 170 biologists. Many users were reluctant to adopt a new system, skeptical that it would address their needs, especially for biology research.

“

Definitely implementing Signals Notebook has improved the way we do things—a lot.”

Salvador Gomez-Carretero, Sr. Data Scientist at H. Lundbeck A/S

Key benefits to users

- Streamlined data capture for faster research
- Improved search and data retrieval
- Customizable features for biologist needs
- Higher user adoption

Key benefits to organization

- Better cross-disciplinary collaboration
- Enhanced data accessibility and management
- IP is better protected
- Streamlined research workflows
- Increased overall productivity

[Read Case Study](#)

Before:

Legacy ELN was inefficient and hard to use. Data was unstructured and difficult to search. Users were hesitant to adopt a new system. Cross-disciplinary research lacked effective data management.

Solution:

Implemented **Signals Notebook**.

Result:

Improved **data accessibility** and enabled efficient **cross-disciplinary research**.





CUSTOMER CASE STUDY

Pressure-Testing a New Solution for Unified Data Handling in Drug Discovery

Background:

Merck Research Laboratories aimed to streamline data handling in drug discovery to reduce complexity and improve data accessibility for scientists. They conducted a pilot involving a broad set of stakeholders and demonstrated the effectiveness and ease of use of the Signals Research solution (now Signals One).

“

So ultimately, we want a single unified, streamlined data handling platform for end users. And this is where Signals comes in.”

Gottfried Shroeder, Associate Principal Scientist at Merck

Key benefits to users

- Unified data access from diverse instruments
- Streamlined data processing and analysis
- Enhanced data visualization capabilities
- Increased awareness of effective data usage

Key benefits to organization

- Improved data access and integration
- Faster insights and project progress
- Streamlined cross-department workflows
- Improved external collaboration

[Read Case Study](#)

Before:

Complex, manual data handling. Error-prone processes. Limited integration across sources. Inefficient workflows.

Solution:

Implemented Signals Research solution (now **Signals One**).

Result:

Unified and streamlined data handling, improving accessibility and accelerating insights.





Drug Discovery

CUSTOMER CASE STUDY

How Spotfire Helped a Biotech Startup Manage Rapid Data Growth and Analysis

Background:

MOMA Therapeutics, a clinical-stage precision medicine company, specializes in targeting dynamic proteins through small molecules. As they advanced into target discovery, involving extensive genome experimentation, the need for a robust data management platform became evident to support their complex research.



Key benefits to users

- Unified data platform
- Integrated chemical and biological analyses
- Accessible to non-computational scientists
- Enhanced remote collaboration

Key benefits to organization

- Accelerated drug discovery
- Improved data integrity and decision-making
- Scalable platform for growth
- Increased efficiency via self-service visualization

[Read Case Study](#)

Before:

No unified data management platform. Difficulty integrating chemical and biological analyses. Analyses inaccessible to non-computational scientists. Limited support for collaborative remote research.

Solution:

Implemented **Spotfire**.

Result:

Streamlined complex **data management**, enabling faster, informed **decision-making** in drug discovery.





CUSTOMER CASE STUDY

Global CDMO Flamma Enhances Collaboration Using Signals Notebook as Centralized ELN Solution

Background:

Flamma is a global CDMO with sites in Italy, the US, and China. To improve collaboration and data management, they adopted **Signals Notebook** as a centralized electronic lab notebook (ELN).

“

An aspect we consider of highest importance is the ability to rapidly enter information without losing any important information associated with our experiments, so we have implemented a standardized experiment template.”

Marco Ferrara, R&D Team Leader, Flamma SpA

Key benefits to users

- Real-time access to project data
- Standardized templates and use of snippets to reduce manual work
- User-friendly interface makes documentation more intuitive
- Digital searchability allows scientists to find relevant information easily

Key benefits to organization

- Centralized global data across four sites
- Improved project management and resource allocation
- Stronger IP protection
- Competitive edge through digital transformation and standardization

[Read Case Study](#)

Before:

- Paper-based records
- Inconsistent documentation
- Limited data visibility across four sites
- Manual processes prone to errors

Solution:

Implemented **Signals Notebook**.

Result:

Faster decision-making. Improved collaboration and traceability.



CUSTOMER CASE STUDIES

Chemicals and Materials R&D



CUSTOMER CASE STUDY

Installing Digital Tools at Calyxia with Revvity Signals: Accelerating Transition from IP Generation to Production

Background:

Calyxia, a Paris-based chemistry startup, transitioned from paper-based data collection to a centralized digital system using **Signals Notebook** to support its rapid growth and protect intellectual property. The platform now serves as their ELN, LIMS, and equipment manager.

“

Signals Notebook is a highly versatile solution. We can configure it to do whatever we want.”

Benoit Thiebaut, Analytical Chemistry Lab Team Leader, Calyxia

Key benefits to users

- Easy access to structured, traceable data
- Automated data capture from sensors and instruments
- Centralized sample tracking and equipment logs
- Integrated dashboards for analysis and visualization

Key benefits to organization

- Unified digital ecosystem
- Accelerated transition from IP generation to production
- Scalable infrastructure for innovation

[Read Case Study](#)

Before:

Calyxia relied on paper notebooks, which made data hard to access and prone to loss. Reporting was manual, and traceability was limited, slowing down operations and risking IP loss.

Solution:

Implemented **Signals Notebook**.

Result:

100% analytical workflows captured within 18 months, Streamlined lab operations and reporting.





CUSTOMER CASE STUDY

How EMD Electronics Unified Scientific Data for Advanced Analytics Through a Strategic Collaboration Between Revvity Signals and Scitara

Background:

EMD Electronics needed to unify fragmented lab data to support advanced analytics and AI. They partnered with Revvity Signals and Scitara to implement a cloud-native, integrated solution.

“

Now we can send something to our Signals Notebook at the same time that we send it to the relational database, and then it's up to the scientists if they want to pull it into their experiment or not.”

Kyle Mouallem, Semiconductor R&D Digitization Lead, EMD Electronics

Key benefits to users

- Scientists can easily access, visualize, and analyze structured data
- Enables faster decisions, better collaboration, and use of AI tools

Key benefits to organization

- Modern lab infrastructure enables predictive insights, continuous optimization, and scalable digital transformation

[Read Case Study](#)

Before:

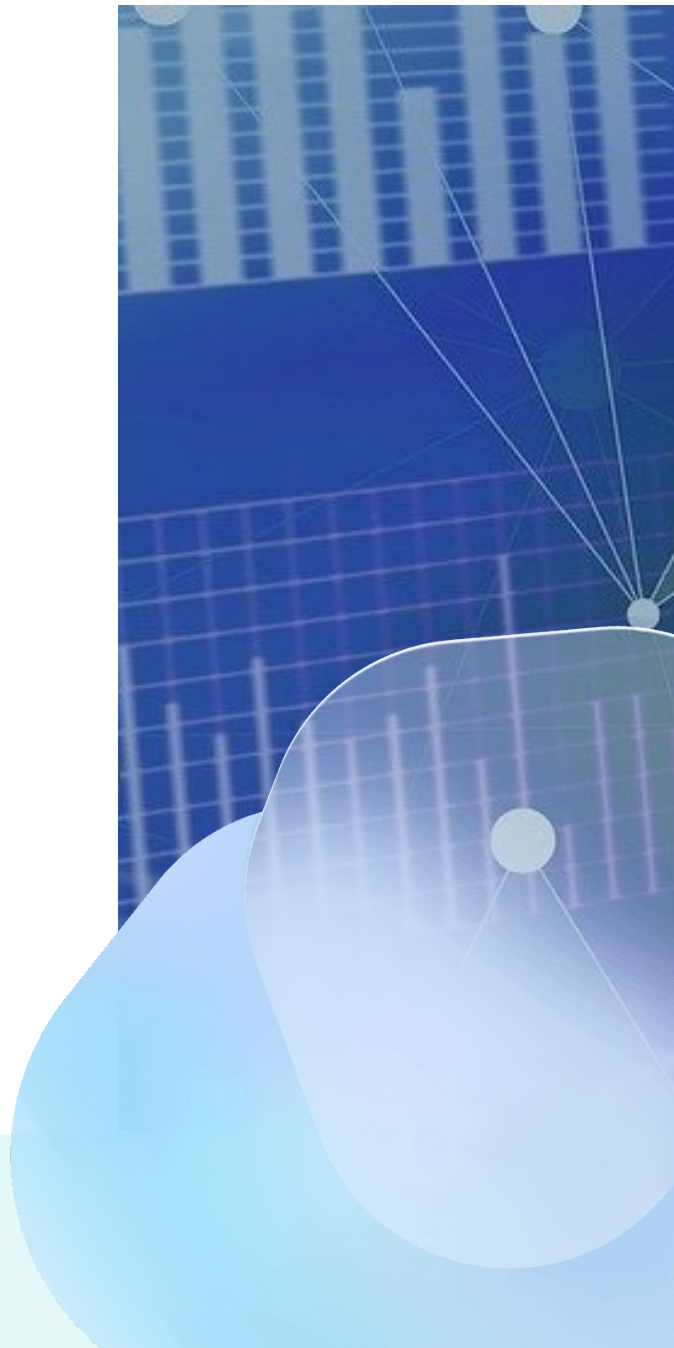
Data was fragmented across instruments and systems, lacking structure and context. Scientists struggled to interpret and use raw files effectively, limiting their ability to apply advanced analytics or communicate findings clearly.

Solution:

Implemented Scitara's integration technology & **Signals Notebook**.

Result:

100% analytical workflows captured within 18 months, Streamlined lab operations and reporting.





CUSTOMER CASE STUDY

PI Industries increases productivity by enabling global collaboration

Background:

PI Industries, a rapidly growing agrichemicals specialist based in Gurugram, India, with operations in Japan, Germany, and China, faced challenges in accelerating time to market due to complex, multi-partner R&D and supply chains. Fragmented data and inconsistent communication hindered effective collaboration, leading to delays in product development and regulatory approvals.

“

There is an opportunity to integrate many different technologies in a lab, to increase the speed of execution. When the equipment systems, the physical value chain, and the information value chain are integrated, the power of solutions and platforms increase exponentially.”

Ankit Aggarwal, Director of R&D Information Technology at PI

Key benefits to users

- Streamlined experiment setup and data capture
- Automated data aggregation and analysis
- Real-time access to chemical inventory
- Enhanced collaboration across global teams

Key benefits to organization

- Accelerated product development and market entry
- Improved data consistency and decision-making
- Reduced operational errors and overhead
- Scalable platform supporting global expansion

[Read Case Study](#)

Before:

Fragmented global data and communication.
Slow transfer of field data to labs. Limited
real-time decision-making and collaboration.

Solution:

Implemented **Signals Notebook** and
Lead Discovery.

Result:

Accelerated **development cycles**,
enhanced global **collaboration**, and
reduced **time to market**.





CUSTOMER CASE STUDY

Merck Electronics Optimizes R&D Process with Signals Notebook

Background:

Merck Electronics faced significant inefficiencies in managing experimental data and chemical inventory. Data was scattered across multiple applications, local computers, and legacy systems. Inventory tracking and compliance reporting were manual and inconsistent, impacting research productivity and safety.

“

Why do we need a good chemical inventory solution? Because in most experiments, materials are the key –whether it’s a reagent for synthesis, a component for formulations, or materials for application testing, they need to be managed. A chemical inventory is the solution. And preferably one that is tightly integrated into an electronic lab notebook.”

Mark Goulding, R&D Digitization Director at Merck Electronics

Key benefits to users

- Data upload time cut to 2 days; down from 3.8 days
- Manual interventions halved from 20% to 9%
- Better data insights via Spotfire
- Efficient task allocation

Key benefits to organization

- 50% increase in screening throughput
- Optimized resource allocation
- Faster chemistry candidate discovery
- Improved collaboration
- Data-driven strategic insights

[Read Case Study](#)

Before:

Disjointed data across multiple systems.
Inefficient inventory tracking and compliance.
Limited data access and collaboration.

Solution:

Implemented **Signals Notebook**.

Result:

550+ users and 67,000+ experiments now managed in one unified system.





CUSTOMER CASE STUDY

Aarti Industries boosts experimental analysis

Background:

Aarti Industries needed to improve data retrieval, analysis, and compliance in its expanding operations, moving away from paper-based research records while ensuring secure data storage and regulatory adherence.

“

Signals Notebook takes care of our data, and I am very satisfied with the information security management. I have full confidence in Signals Notebook that this level of security for our data will continue, and Aarti Industries is starting on a journey to realize the true value of our data.”

Vinod Shivanand Honmute, Head of R&D Excellence at Aarti Industries

Key benefits to users

- Effortless access to historical and current research data
- Faster decision-making with AI-driven insights into experimental data
- Improved collaboration across research teams

Key benefits to organization

- Increased R&D productivity through better data accessibility and analysis
- Stronger regulatory compliance and intellectual property protection
- More efficient operations with fully digital data management

[Read Case Study](#)

Before:

Reliance on paper notebooks, causing lost or hard-to-find data. Challenges in tracking and analyzing experimental data. Compliance and security issues with sensitive data.

Solution:

Implemented **Signals Notebook**.

Result:

Improved research productivity by digitizing **25,000** experiments for easier data retrieval.



CUSTOMER CASE STUDIES

Food, Flavor & Fragrance



CUSTOMER CASE STUDY

FrieslandCampina Modernizes Laboratory Data Management with Signals Notebook

Background:

FrieslandCampina, a global dairy cooperative, implemented Signals Notebook to centralize and standardize laboratory data across its R&D center, improving collaboration and efficiency.

“

We are moving from a fragmented, unstructured and non-standardized state to a centralized environment where our information [is] comprehensive, structured, and standardized.”

Ruud Schoemaker, Sr. Research Specialist Digital R&D, FrieslandCampina

Key benefits to users

- Scientists now use a user-friendly ELN to plan, store, and analyze experiments in one place
- Integration with Microsoft tools (Excel, SharePoint, Power BI) simplifies data handling
- Automated data flows reduce manual work and improve collaboration

Key benefits to organization

FrieslandCampina now has a centralized, standardized data environment that enhances productivity, supports innovation, and empowers teams to work more effectively.

[Read Case Study](#)

Before:

Lab data was scattered across spreadsheets and local files, communication was manual and slow, and inconsistent formats made it hard to compare and analyze results.

Solution:

Implemented **Signals Notebook** as “eLab,” integrating it with corporate systems and tools like SAP and Power BI.

Result:

Scientists can easily retrieve, analyze, and share data.





CUSTOMER CASE STUDY

Givaudan Successfully Implements the Trilogy: Notebook, Material Libraries, and Inventory

Background:

Givaudan, a global leader in flavors and fragrances, partnered with Revvity Signals to modernize its research operations by implementing Signals Notebook across its labs and integrating it with chemical registration, analytical systems, and inventory management.

“

We have a different security policy for cold storage management. Revvity Signals built a dedicated app to check samples out and back in.”

Andreas Muheim, Head of Research Information Systems, Givaudan

Key benefits to users

Streamlined data capture for faster Users now experience faster, more accurate workflows with automated data entry, barcode scanning, and seamless integration with internal systems, eliminating manual steps like copy-pasting and improving overall efficiency.

Key benefits to organization

- Scalable, secure digital infrastructure
- Reduced manual errors and improved operational efficiency

[Read Case Study](#)

Before:

Chemical registration and inventory processes were manual and error-prone, requiring users to enter data by hand—even for barcoded items—and manage cold storage manually without digital tracking.

Solution:

Implemented **Signals Notebook** and was integrated with Givaudan's ChemReg, ChemAlyst, SAP, and PubChem systems.

Result:

Streamlined **chemical registration** and inventory workflows.



Want to Learn More?



**Thank you for
reading our
customer case
studies.**

**Want to discuss
further?**

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