



## **COST SAVINGS WITH LILIAN**

- What makes the LILIAN unique
- Possible errors in photometer use
- Practical examples for cost savings

# WHAT MAKES THE LILIAN UNIQUE?

**The LILIAN system is unique in the world.**

With the LILIAN, you'll get unique advantages that no other photometer offers. Simplicity and time savings are particularly important elements if you are also faced with a shortage of skilled labour. With the LILIAN, healthcare professionals can concentrate on the essentials and even assistants can carry out reliable hygiene parameter measurements.



## PRECISE RESULTS

The revolutionary technology ensures fast and accurate measurement results.



## SAFE WATER TESTING

No more tedious handling of chemicals. Protecting your employees health.



## HUGE TIME SAVING

Within 60 seconds, the LILIAN System prepares, analyzes and documents all relevant values.



## EASY HANDLING

The LILIAN measuring device is handy, wireless and easy to use.



## SIGNIFICANT COST SAVING

Efficient staff deployment creates free space for other important tasks.



## ENVIRONMENTALLY FRIENDLY DISPOSAL

The SensoSticks can be returned to us and will be recycled in an environmentally friendly way.



# POSSIBLE ERRORS IN PHOTOMETER USE

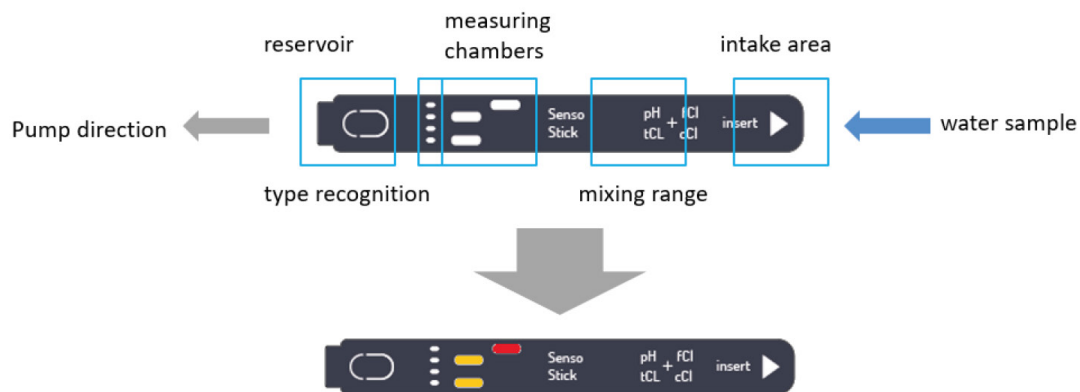
With classic photometers, you never know whether you have done everything correctly – a change in colour always occurs. Whether it is correct or not cannot be checked afterwards!

In addition, the 'Chinese whispers principle' applies: Is my information for performing a photometric measurement still up to date? Have I been trained correctly at all? As a result, systematic errors often remain undetected.

**Typical sources of error with classic photometers that can lead to incorrect results:**

- Wrong sample volume
- Zero adjustment and measurement with different cuvettes
- Suspended matter, formation of bubbles in the cuvette
- Faulty or non-compliant reagents
- Risk of carry-over (potassium iodide!)
- Contamination or cloudiness of the water sample
- Chemical reagents touched
- Colour reaction time not observed
- Moisture in the measuring shaft
- Fogging of the optics
- Transmission error in the documentation

With the LILIAN system, the SensoStick takes over almost the entire sample preparation - errors can no longer occur. You only have to pay attention to the quality of the water sample. For instance, the measuring cup must also be clean with LILIAN.



# PRACTICAL EXAMPLES FOR COST SAVINGS

**Lilian Labs offers advantages that lead to savings that cannot be achieved with photometers. Instead, you have to estimate the cost savings that can be achieved by using the LILIAN measurement system that cannot be achieved with photometers. Here are some examples:**

- All employees measure the same water values. It does not matter who is currently assigned. No more internal discussions, less stress with the control authorities. Less training is required. What do you save here?
- Your employees are much faster with the work done. Can you assign other tasks to them? What can you save here?
- Do you have problems finding new employees? With a modern and user-friendly system, your employees will do their job with pleasure and delight. What can you save in HR?
- It is even more difficult to find experts in water measurement: with LILIAN, you can basically work with people who have no experience in sampling. Their results are nevertheless precise and correctly documented. One example is lifeguards without training in water sampling, without whom the area coverage of open-air public pools would hardly be possible. What is this worth to you?
- How reliably can you carry out consistent and dependable water sampling? Is this still possible even if just one person is on holiday or sick?
- Some of our customers require their employees to arrive significantly earlier before the opening of the pool. Since sampling before opening is significantly faster, 15-20 minutes are often enough for sampling even numerous pools. Could you do the same with LILIAN?
- The LILIAN system includes the LILIAN Manager for free – a powerful software that ensures that your data is stored securely and that no more errors can occur in the documentation. Do you have problems with incorrect or incomplete documentation of the measured values? Do people still have to type the measured values into Excel in the evening? There is often a lot of potential for savings here.
- With LILIAN Manager you can keep an eye on all measurement locations without being on site. For a quick overview, the software directly compares all measured values with your personal limit values. You can also immediately see whether measurements have been taken at all. What is this worth to you?

**To summarise: a direct 1:1 comparison of the costs of SensoSticks and tablets or drop tests is not useful, as other ways of cost savings opportunities can be achieved with LILIAN. Therefore, the running costs with LILIAN are often lower than with a classic photometer.**

# CONTACT US!

Take advantage of the opportunity for a free trial period! You can intensively test our LILIAN at your entity for two weeks.

Please feel to contact us if you have any questions. With the help of our service partners, a presentation is possible at your place at any time.

We look forward to your messages:

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