

Focus On Selling

Logic® Vue Class II Enclosures

A. INTRODUCTION

The **Logic Vue** is a large capacity Class II enclosure to house laboratory instruments where biosafety is paramount. This enclosure accommodates a diverse range of instruments such as liquid handlers and cell sorters, protecting researchers and their sensitive samples.

The convenient design of the Logic Vue provides accessibility from front and back for full access to equipment, plus high visibility from all sides. Powered by the familiar MyLogic™ OS, the intelligent Logic Vue is simple to operate and can intelligently interface with a variety of devices for additional researcher safety.

B. MARKET INFORMATION

1. Typical Accounts

- a. Academic research
- b. Biopharmaceutical
- c. Contract Research Organizations (CROs)
- d. Clinical diagnostics and clinical research
- e. Reference laboratories

2. Points of Use Within Accounts

- a. High throughput sample processing
- b. Automated research
- c. Flow cytometry/cell sorting
- d. Bioprocessing

3. Typical Decision Makers and Influencers

- a. Researchers and lab managers
- b. EH&S/Biosafety officers
- c. Facilities personnel
- d. Lab planners/architects
- f. Purchasing



C. RESOURCES AVAILABLE

1. Product literature
2. labconco.com
3. Application articles: labconco.com/vue
4. User's manual
5. IQ/OQ
6. CAD drawings
7. 3-part specification
8. Videos: youtube.com/LabconcoCorporation
9. Application support: (800) 821-5525
10. Product and customer service: (800) 821-5525
11. Sales representatives: (800) 821-5525



D. LABCONCO FEATURES AND BENEFITS

1. High-visibility design with multi-side access

- Provides users with the ability to view instrumentation from any point within the lab
- Dual sashes allow for access to instrumentation from the front or back. Sashes fully open to provide easy loading and access for preventative maintenance—even with extremely large equipment

2. MyLogic OS with color display

- Intuitive layout gives users confidence to easily monitor and control their Logic Vue
- Filter life remaining clearly displays a percentage read-out so users know they are safe, and can plan for future service
- Displays alerts and alarms in clear text messages and images so users can quickly react to correct improper use or changes to the enclosure's performance
- Includes Smart-Start™ features that automatically start/stop airflow, turn on/off the light, etc. when users raise or lower the sash

3. Dual Electronically Commutated Motor (ECM) blowers with Constant Air Profile™ Technology

- Dual ECM blowers are extremely quiet, reliable and energy-efficient, providing users with comfort and operational peace of mind
- Exceptional reserve blower capacity ensures long HEPA filter lifetimes
- CAP Technology constantly monitors and automatically adjusts airflow to ensure that the Logic Vue always provides the perfect level of user and sample protection

4. Easiest large Class II Enclosure to install in the marketplace

- Ships as one piece. No complicated assembly required
- Top and side panels are easily removable to fit through tight doorways

E. QUALIFYING QUESTIONS

Q. Is your laboratory using any large instrumentation to process biohazardous samples and/or samples that require a sterile working environment?

- A. The Logic Vue is a large, highly versatile biosafety enclosure that provides Class II protection for large instruments in the lab. The Class II design provides user safety from biohazardous materials, and also provides

sample safety by providing laminar downflow air for internal conditions of ISO 5 or better.

Q. Is your lab working with a fluorescence-assisted cell sorter (FACS)?

- A. The Logic Vue has a spacious interior which accommodates a wide variety of cell sorters. Multiple pass-throughs support easy connection to external aerosol management systems on the exterior of the enclosure.

Q. My equipment requires lots of cables, connections, etc. to work properly. Do I need a custom Logic Vue?

- A. The Logic Vue includes 16 pass-through ports standard, and can be outfitted with a variety of other pass-through ports and access openings to accommodate nearly every instrument connection.

Q. Does your instrument require frequent preventative maintenance/service?

- A. The Logic Vue has two large sashes—one in the front and one in the rear—providing extremely easy access to all sides of an instrument for rapid service.

F. POSSIBLE OBJECTIONS & RESPONSES

1. My laboratory has a small doorway. How will I get the Logic Vue into my lab?

- A. The Logic Vue is designed to be quickly reduced to 77.5" (196.9 cm) height x 35.0" (88.8 cm) depth for passage through small doorways.

2. I plan to buy a liquid handler (or other larger biohazard-forming instrument) and squeeze it into a regular Logic+ Biosafety Cabinet. It fits in a regular BSC, so why do I need a Logic Vue?

- A. Squeezing a large instrument into the interior small standard BSC will significantly impact the standard BSC's ability to maintain containment (user protection) and/or provide sterile downflow air to protect a user's samples. Just because a piece of equipment will fit into a regular BSC does not mean that the fit is a good match. The Logic Vue's spacious interior is a safe enclosure that properly contains and protects most larger laboratory instruments.

G. COMPETITORS

1. The Baker Company
2. Bigneat
3. NuAire
4. Germfree

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