



## The Value of CenterStone CAFM Software for Life Technologies — Pre and Post Merger

When interviewing Leatha Aguilar and Carolyn Berke, it is hard to believe that you are not speaking to two passionate employees of Life Technologies. In fact, Carolyn, who works for Facilities First, a Silicon Valley-based Facilities Management consultancy, has been working with Life Technologies for the last four years and was responsible for implementing Manhattan's CenterStone software for the company—an automated Computer Aided Facility Management (CAFM) solution. Now working with Leatha Aguilar, Senior Facilities Planner at Life Technologies, these two professionals have successfully replaced an outdated system with a modern CAFM solution that:

- Is accessible by everyone in the company.
- Is well integrated with their enterprise ERP/SAP and HR systems.
- Smoothed the transition of a complex merger between Invitrogen™ and Applied Biosystems™ that formed Life Technologies in November 2008.

Life Technologies is a global biotechnology tools company dedicated to improving the human condition. The company's systems, consumables and services enable researchers to accelerate scientific exploration, driving to discoveries and developments that make life even better. Life Technologies was created by the combination of Invitrogen Corporation and Applied Biosystems Inc. Invitrogen, headquartered in Carlsbad, California, is the premier provider of agents and consumables that are used across multiple platforms; Applied Biosystems in Foster



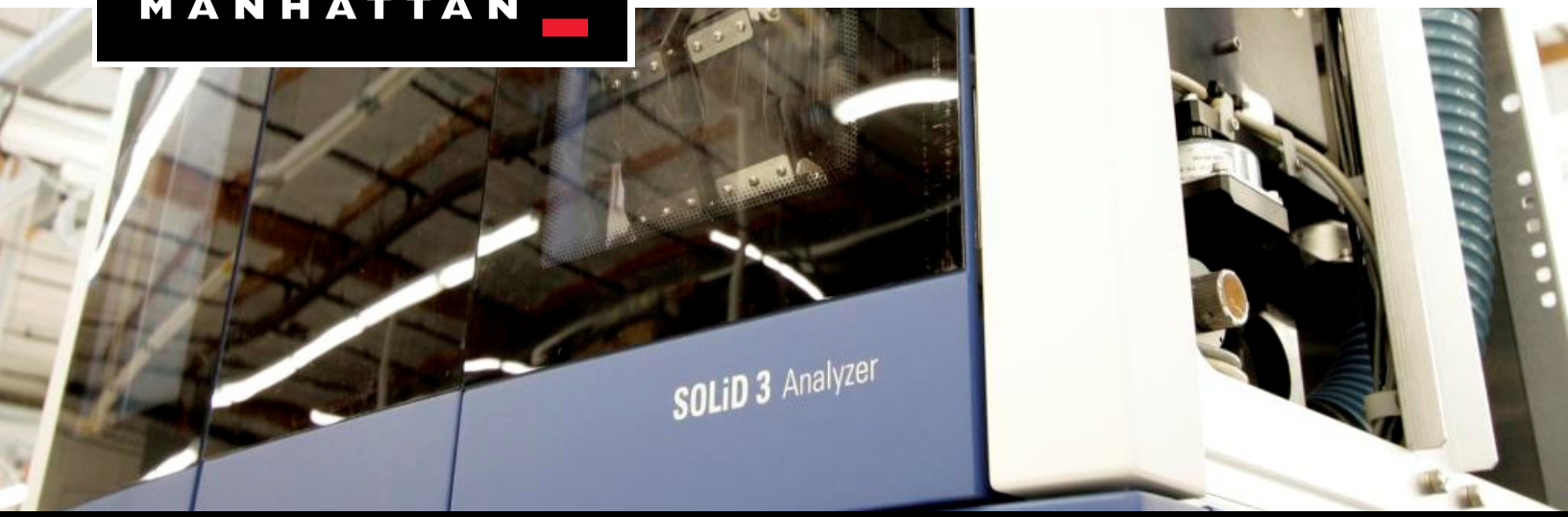
City, California, remains the top provider of systems and solutions in areas such as PCR, genetic sequencing and mass spectrometry.

The combined companies now create over 50,000 products for 75,000 customers around the globe (with products found in 90% of research firms in the US). Approximately 9,500 employees work for the company worldwide housed in more than 100 buildings with five million square feet of offices, labs and manufacturing, storage and office space, both owned and leased. “We expect to realize the benefits of this transaction quickly and efficiently with an integration roadmap that will focus on creating maximum value for the combined company. We are highly confident in the ability of the talent in the combined organization to deliver on our plans,” said Gregory T. Lucier, Chairman and CEO of Life Technologies when announcing the merger in the summer of 2008.

After completing a cost analysis to determine ROI as well as a vendor analysis, Life Technologies chose the CenterStone CAFM solution. Next, because up-to-date floor plans were critical to management, one of the first phases of implementation was to convert all floor plans, from a variety of formats, to CAD drawings. Gathering HR and Business Unit data—and developing methods to maintain it in the system—were also critical to implementation success.

CenterStone is now available to all employees as the company “locator” accessible by all inhabitants of Life Technologies buildings. Leatha Aguilar explains, “CenterStone is a wonderful space communication tool.

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Departments have access to the occupancy information in their areas and they can work more effectively with Facilities Management with their business plans. Also, on a tactical level, employees can look up people, locate conference rooms and labs, and find a coworker's email address—it's so simple, it saves a lot of stress for the people that use it. It also saves time, energy and spares us confusion and frustration. We are in the process of rolling it out worldwide and we can say, 'Look at this new tool you now have at your fingertips!' It has worked really well here—our users love the system."

"Since the business units are being charged with their usage of space, they now think twice before requesting a new lab and consider shared space or renovation rather than leasing more space," adds Leatha. Besides space management, CenterStone is utilized by security, maintenance, plant and IT for a host of purposes, from tracking where printers, copiers and fax machines are on a floor, to janitorial services and carpet cleaning.

"Invitrogen had no FM technology when the two companies were merged," says Leatha. Carolyn notes, "Due to the new standardized processes and procedures implemented at the same time as the software, these are being applied to getting the newly merged space online, saving significant time and money



in the merger. I was impressed that they were able to coordinate the business unit information through finance relatively quickly. Once it all got folded together in CenterStone, we were able to roll out allocations for approximately 9,500 employees globally for the entire company within months."

Life Technologies is a strong proponent of global corporate social responsibility. According to Leatha, "the Green Team here is very hot and working in every possible manner to 'green up' our company." Through the Life Technologies Foundation, the company has donated millions of dollars to help demystify the world of science. They are a member of the FTSE4Good index and the Dow Jones Sustainability Index, where the company was the Biotech sector leader in 2008. By utilizing CenterStone, all the LEEDs data could potentially reside in the database for better sustainability reporting.

Carolyn believes that working with a Facility Management group that reports up to finance "makes all the difference in the world because they really want to understand the cost structure of facility operations. It cuts through all the politics and reduces the silos." Construction and Site Planning Head, Karm Singh, reflects, "CenterStone has allowed us to integrate all the space planning information for the combined company in one location and provides management a tool to understand our real estate implications in real time."



**Contact Manhattan Software today for more information or to schedule a personal demonstration: Tel: +1.508.381.5800.**