

BECKMAN COULTER LUMIGEN SPARCL CASE STUDY

# Johnson & Johnson

## Introduction

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This case study of Johnson & Johnson is based on an August 2016 survey of Beckman Coulter Lumigen SPARCL customers by TechValidate, a 3rd-party research service.

“I use it extensively and have recommended it to other colleagues within JNJ and to other companies as well.”

## Results

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The surveyed company achieved the following results with Beckman Coulter Lumigen SPARCL:

- Rates the following SPARCL capabilities as better than the competition:
  - Antibody labeling
  - No-wash steps
  - Short incubation
  - Throughput

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select Beckman Coulter Lumigen SPARCL:

- Considers the following factors important in their purchasing decision:
  - Labor savings
  - Cost savings
  - Low cost of capital equipment
  - Ease of automation
  - No service contracts
  - Generic plates and buffers
  - Non-proprietary
  - Homogeneous no-wash format
  - Rapid assay run time
  - Rapid assay development
  - High throughput sample analysis (5,000 samples/day)
- Purchased SPARCL for the following reasons:
  - Cost savings
  - Ease of use
  - Rapid assay run time
  - Rapid assay development time
  - Throughput

## Use Case

The key features and functionalities of Beckman Coulter Lumigen SPARCL that the surveyed company uses:

- Currently uses the following platforms:
  - Colorimetric ELISA
  - MSD
  - Gyros
  - Quanterix
  - Singulex
- Plans to use SPARCL for the following immunoassay formats:
  - Pharmacokinetics (PK)
  - Immunogenicity
  - ELISA replacement
  - MSD replacement
  - Gyros replacement

### Company Profile

Company:  
**Johnson & Johnson**

Company Size:  
**Global 500**

Industry:  
**Pharmaceuticals**

### About Beckman Coulter Lumigen SPARCL

Lumigen is one of the world's largest suppliers of chemiluminescent reagents to the clinical immunodiagnosics market.

Lumigen researches, develops, manufactures and markets novel chemiluminescent compounds for use in life science research and medical diagnostics.

#### Learn More:

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