

The business case for smart equipment booking in R&D

Even in mature R&D labs, scheduling often depends on fragmented, homegrown systems patched together with custom calendars, spreadsheets, or partial LIMS integrations. These setups rarely scale and lead to underused assets, slow turnaround times, and costly decision-making blind spots.

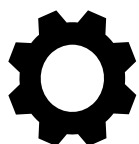
Key challenges



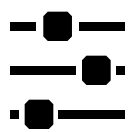
Underutilised capital assets



Delays in assay development, testing, or production timelines



Poor visibility into usage trends and resource allocation



Procurement and budgeting decisions based on little/incomplete data

By the numbers

35%

Average equipment utilisation in pharma.¹

60%

Estimated potential with better systems.

70%

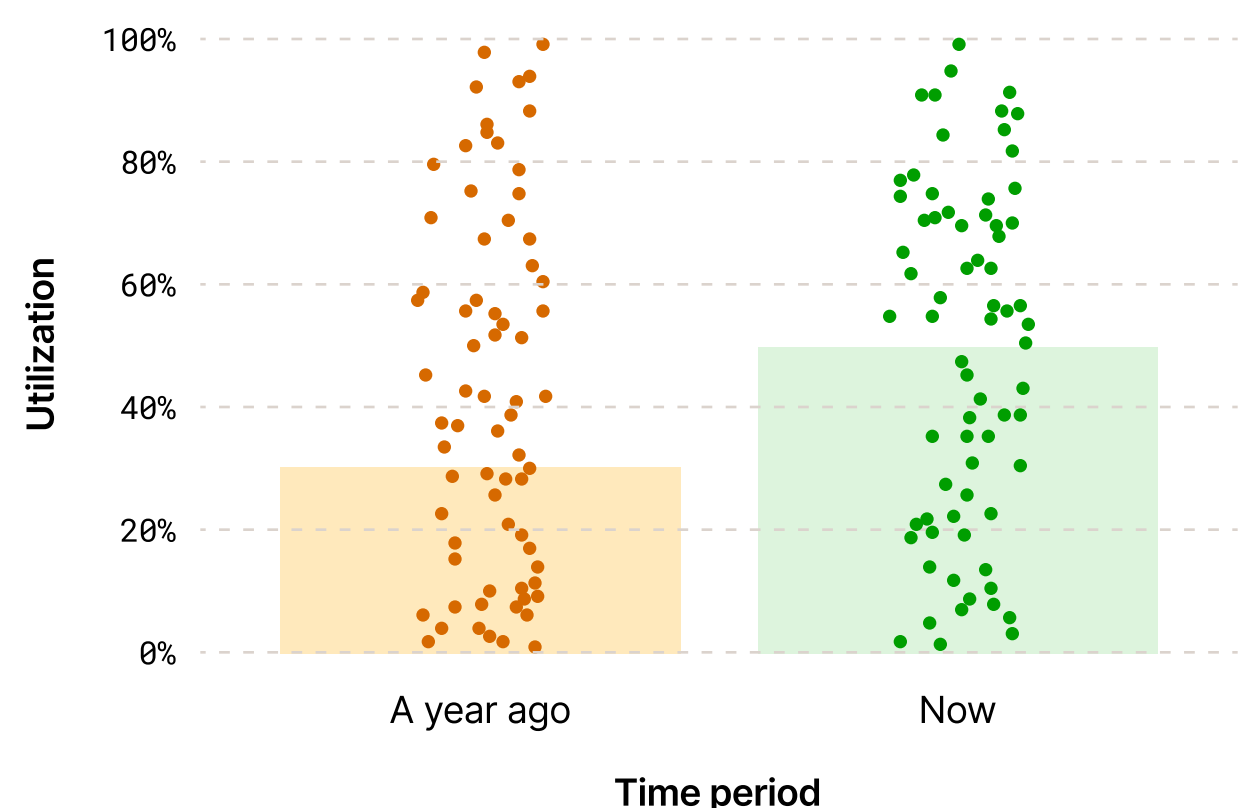
Potential global lab capacity that could be freed with improved scheduling.²

What's holding utilisation back?

- Siloed, homegrown scheduling tools that don't scale
- Lack of a central source of truth across teams and sites
- Gaps between scheduling and the systems generating data (ELNs, LIMS)

These inefficiencies don't just affect lab managers. They impact R&D pipeline progression, asset ROI, and site-level performance metrics for which executives are accountable. The below chart shows how, in labs that deploy Calira for equipment booking, there is a consistent utilisation increase over time.

Average utilisation improvement in n=4 labs after Calira deployment



Footnotes

1. Schrader, U. (2021, February 16). Operations can launch the next blockbuster in Pharma, McKinsey & Company.
2. Ibid.

Are your labs missing a control layer?

Calira is the scheduling and equipment management platform built to work hand in hand with your existing R&D lab operations ecosystem.

We help teams

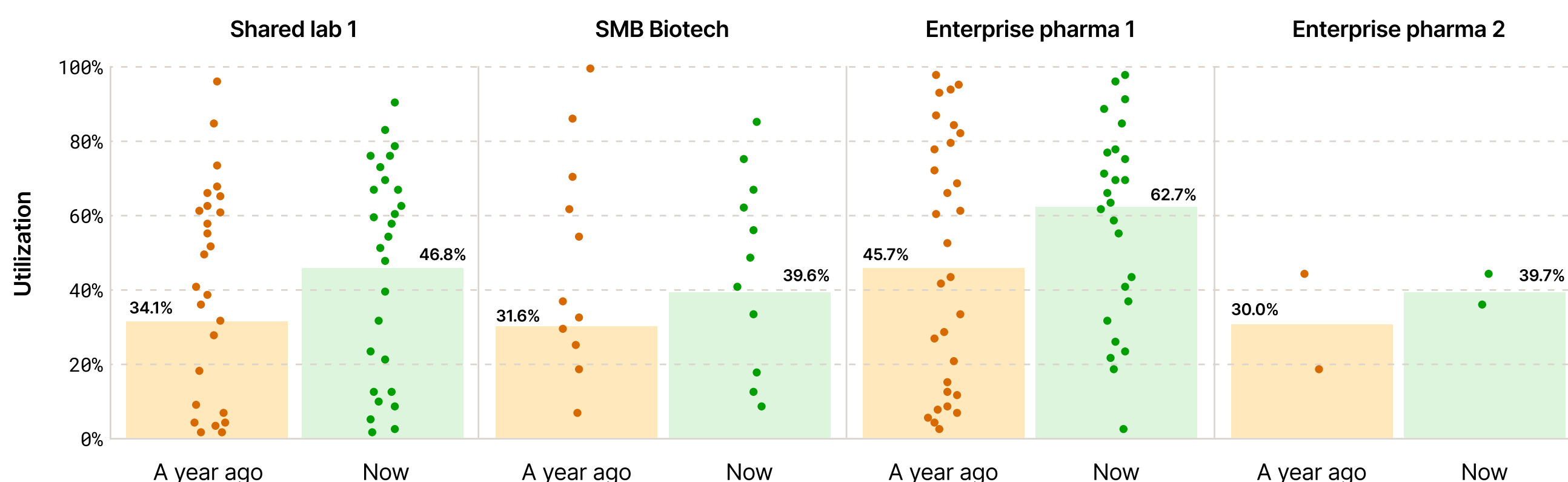
- **Centralise visibility** across all lab instruments, sites, and teams
- **Surface usage data** that supports CapEx decisions and ROI tracking
- **Integrate cleanly** with ELNs, LIMS, and enterprise systems

Adoption is quick: most teams can be up and running within as little as a single week, with minimal disruption to existing workflows.

Who benefits across the business?

- **Business unit directors & exec sponsors** see ROI clarity, CapEx justification, and improved governance
- **Lab operations** leads gain back control over scheduling and usage patterns
- **IT and data teams** reduce integration and maintenance overhead
- **Finance teams** access clean usage data to inform budget decisions

Average utilisation improvement in n=4 labs after Calira deployment



Final thought

Fixing lab scheduling might seem tactical on the surface. But the consequences of not fixing it compound fast. Better scheduling creates a stable foundation for higher-throughput science and a stronger return on every piece of equipment.

Book a demo today
calira.co/demo

"If the team suggests that we want to buy something new, first, I sit with them and ask if we need it or if it's a nice-to-have. But now I can check if we are actually using what we already have or not."



Bishoy Habib
R&D Lab Manager

Lonza