

- Introduction
  - How does QIALink work?
  - What do many labs do? (They suffer!)
  - Features and Benefits to the customers
- What is in it for you?
- **The QIALink Sales Process;**
  - Whom to target?
  - Who does what and when?
  - **FAQ**
- What to order and where is it launched?
- Where to find information

- **What LIMS/LIS can QIALink work with?**  
All!!! 😊
- **Do I need to know all the xml, TCP/IP, ethernet, html, HL7, LIMS/LIS..... details?**  
Noooo! The LIMS/LIS provider, the customer IT person and the QIAGEN QIALink expert will take care of that. Your role is to make sure they meet and that IT, customer and LIMS provider understand each other.
- **Does the QIALink have to be installed and up and running to be able to get the revenue for the whole QS RGQ deal?**  
It is advisedable to do it in 2 steps. 1) Invoice the QS RGQ, 2) Invoice the QIALink.  
In many contracts it is written that the customer shall have a period of testing before the invoice can be sent. They will be focused on the QIASymphony and the RGQ. The customer will forget the initial QIALink training if it is too early.
- **What information do I need to send to the LIMS provider?**  
The manual and the Interface Specification. See the QIALink Tools Page on QIANet.
- **What can QIALink import from LIMS to the QIASymphony?**  
See the tools page on QIANet.
- **What can QIALink export from RGQ/RGAM to LIMS?**  
See the tools page on QIANet.

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### QS RGQ customer;

- **QIAlink, Standard Implementation** **9243515**
- **QIAlink Software** **9022976**
- QIAlink, Basic Agreement, no PM 9243521
- QIAlink, Full Agreement, no PM 9244917
- QIAlink, Premium Agreement, no PM 9244918

### Only RGQ customer;

- **QIAlink, RGQ Implementation** **9243810**
- **QIAlink Software** **9022976**
- QIAlink, Basic Agreement, no PM 9243521
- QIAlink, Full Agreement, no PM 9244917
- QIAlink, Premium Agreement, no PM 9244918

### Does your customer want you to do something "extra"?

- QIAlink, Special Integration Service 9243520

## QIALink – Where is it primarily launched?

Region	Country
North America	USA, Canada
Europe	Austria, Belgium, Denmark, Finland, France, Germany, Norway, UK, Italy, Netherlands, Spain, Sweden, Switzerland, Turkey
APAC	Australia, Singapore
LATAM*	Mexico El Salvador

\*In Brazil the registration is awaiting approval.

**Is your country not on the list? Please contact your local marketing manager.**  
The marketing manager will do a so called PRR, Product Registration Request.

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- **Technical Support**
- **The product page at QIAGEN.com**
- **The intranet QIALink Tools Page**  
<http://qianet/st/QIALinkTools/Pages/default.aspx>

### The QIALink software:

- Is compatible with all LIMS providers
- Ensures complete sample traceability
- Avoids the risk of typing errors
- Greatly reduce manual work
- Offers automatic archiving of results, including an easy to use search tool
- Allows customized settings for lab developed tests
- Includes installation support and software training provided by QIAGEN