



SALES & PARTNER PLAYBOOK

LabsOfScience

LabsOfScience gives research teams one governed record of their work, so any result can be traced back to the data and method behind it.

Lab notebook

Versioned protocols

Dataset versions

Analysis pipelines

Inventory & instruments

Experiment



Experiment chart

50%

● Experiment ● Check
● Analysis ● Stairs

PREPARED BY

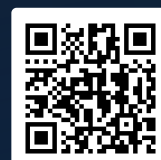
Burdenoff Consultancy Services Pvt. Ltd.

PRODUCT

labsofscience.com

BOOK A CALL

calendly.com/vignesh-burdenoff/1-1



00 **How to use this playbook**

Read the problems, personas and discovery sections before your first conversation — they tell you what a real opportunity sounds like. Use the one-liner and elevator verbatim; they are written to be spoken. When the conversation turns technical or competitive, the capability table and the competitor pages give you honest answers, including where a rival is genuinely better. Then hand the opportunity over using the introduction templates rather than trying to close it yourself.

IN A HURRY

Read sections 01–03 and 18. That is enough to recognise an opportunity and open a conversation.

BEFORE A MEETING

Add 06–08, 10 and 16 — who buys, what they buy, what it costs, and what they will push back on.

HANDING OVER A LEAD

Sections 19–22 tell you exactly what to send, to whom, and what you earn for it.

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01 Product Overview

LABSOFSCIENCE.COM

LabsOfScience is a platform for running research: projects, experiment design, reproducible runs, an electronic lab notebook, versioned protocols, versioned datasets, analysis pipelines, and the reagents and instruments the work depends on. All of it lives on one connected record inside a shared workspace, so nothing has to be copied between tools. A result can be walked back through the pipeline run that produced it, the exact dataset version it consumed, the experiment and run it came from, and the protocol version that was followed. Access control, activity history, file storage and notifications come from the wider Burdenoff platform rather than being rebuilt, so a small lab gets the same governance as a large one.

CATEGORY

Research and discovery platform — electronic lab notebook, lab operations and reproducible analysis — for academic groups, biotech and life-sciences teams, materials and chemistry R&D, computational research groups, and core facilities.

WHERE IT STANDS TODAY

Early. The research backend and the research web app are both built and live, and a free plan is available to sign up for at app.labsofscience.com. Paid plans are published as a rate card but are still being finalised commercially, so a paid quote comes from us rather than from a checkout page. There are no public reference customers yet.

HOW CUSTOMERS GET IT

Cloud, multi-tenant by default, with single sign-on and role-based access from day one. Sign-in is through the app shell at app.labsofscience.com; there is nothing to install for the web app. Dedicated tenancy, self-hosting, data residency and customer-managed keys are enterprise options quoted separately. Mobile and desktop shells are in progress; a documented programmable API and a governed agent tool surface are available today.

Research web app at app.labsofscience.com — projects, experiments, runs, notebook, protocols, datasets, pipelines, inventory and instruments

Programmable research API for automation, instrument scripts and internal tooling

Agent tool surface for AI assistants, with irreversible actions such as signing, witnessing, publishing and archiving gated behind an explicit confirmation

In-product AI assistant grounded in the page you already have open

Documentation site at docs.labsofscience.com

Mobile app — in progress

Desktop app — in progress

Command-line tool and Node/Python libraries — planned

02 One-Line Pitch

SAY EXACTLY THIS

"LabsOfScience gives research teams one governed record of their work, so any result can be traced back to the data and method behind it."

SHORTER, FOR A CHAT MESSAGE

One governed research record where every result can be traced and re-run.

THE CATEGORY SENTENCE

LabsOfScience is a research and discovery platform — electronic lab notebook, lab management and reproducible analysis in one product — for teams who have to prove how a result was produced.

03 30-Second Elevator Pitch

SPOKEN, ROUGHLY 30 SECONDS

"Most labs run on a patchwork. The notebook is in one tool, protocols get emailed as PDFs, the data lives in a spreadsheet called final version three, and the freezer list is in somebody's head. Nobody can reliably re-run last quarter's experiment. LabsOfScience puts the whole research lifecycle on one record: projects, experiments, numbered runs, a signable notebook, versioned protocols, checksummed datasets, analysis pipelines, and the reagents and instruments behind them. Every run is numbered for you, so a result traces back to the exact data and method that produced it."

IF THEY ARE TECHNICAL

LabsOfScience models the research lifecycle as one connected set of records rather than separate modules stitched together: a project holds experiments, experiments produce auto-numbered runs, runs and notebook entries reference the protocol version and dataset version they used, and an analysis pipeline run is pinned to a specific dataset version with its own log and output. Lifecycle changes are validated transitions, not free-text status edits, and dataset versions are append-only with a checksum, byte size and row count. Everything is reachable over a programmable API with permissions checked at the edge, so instruments, scripts and agents drive the same records the web app does.

IF THEY ARE A BUSINESS BUYER

Research teams lose weeks reconstructing how a result was produced, and lose more when the person who knew the method leaves. LabsOfScience makes that reconstruction unnecessary: the method, the data version, the run and the signed notebook entry are one linked record, with role-based access and a full activity trail behind them. Pricing is published as annual seat bands with separate academic and commercial rates, so a lab can size the cost before a sales conversation.

04 Problem We Solve

These are the pains that actually come up in a lab conversation. If a prospect names two of them unprompted, you have an opportunity worth registering.

Nobody can re-run last quarter's experiment

Who feels it: Principal investigators, research scientists, postdocs

What it costs them: Weeks are lost reconstructing what was done, and a result that cannot be reproduced cannot safely be published, patented or handed to a partner.

How LabsOfScience answers it: Every execution of an experiment is registered as a numbered run with its parameters and observations attached, the protocol version it followed, and the dataset version it produced — so re-running means reading a record, not interviewing people.

Datasets multiply into final, final-v2 and really-final

Who feels it: Data stewards, computational researchers, data scientists

What it costs them: Nobody can say which file produced which figure, and a reviewer's question about a chart becomes a week of archaeology.

How LabsOfScience answers it: A dataset in LabsOfScience is versioned: each new version is appended with a checksum, byte size, row count and a change note, and earlier versions never change. Analysis runs record the exact version they consumed.

Protocols live in one person's head and leave with them

Who feels it: Lab managers, core facility managers, new joiners

What it costs them: Method drift creeps in, results stop being comparable across people and time, and onboarding a new researcher takes months.

How LabsOfScience answers it: Protocols are authored as versioned methods with ordered, typed steps, durations, materials and safety notes. Publishing freezes the version, so an experiment can cite the exact method it followed rather than a PDF that has since been edited.

The lab notebook is not a record anyone would defend

Who feels it: Principal investigators, compliance reviewers, IP counsel

What it costs them: Grant, ethics and IP reviews ask for attributable, timestamped, countersigned entries and get a folder of scans instead.

How LabsOfScience answers it: Notebook entries move through draft, submitted, signed and witnessed. Signing locks the entry and stamps the author and time; a second person — who cannot be the signer — witnesses it, giving an independent countersignature.

The physical lab and the digital record are separate worlds

Who feels it: Lab managers, technicians, core facility staff

What it costs them: Reagents run out mid-experiment, expired stock gets used, and shared instruments get double-booked over email.

How LabsOfScience answers it: Inventory items carry quantity, unit, reorder level, location, lot number, expiry and a safety data sheet, and stock status is recalculated on every adjustment. Instruments are bookable, and a booking that overlaps an existing one is rejected outright.

Analysis only ever ran on one laptop, once

Who feels it: Computational researchers, bioinformaticians, research engineers

What it costs them: A figure in a paper rests on a script no colleague can execute, and reviewer questions cannot be answered without rebuilding the environment.

How LabsOfScience answers it: Analysis is defined as a pipeline with an engine and a definition, and each run is queued against a specific dataset version with its parameters, log, output dataset and a validated lifecycle — so the run is a record, not a memory.

The audit trail was never collected in the first place

Who feels it: Research administrators, compliance reviewers, heads of R&D operations

What it costs them: Evidence for a grant report, an ethics review or a partner audit has to be assembled by hand from email, drives and personal notes.

How LabsOfScience answers it: Access is checked on every operation at the platform edge, every write is scoped to the owning workspace, and a searchable activity timeline records actor, target and result — so the evidence exists before anyone asks for it.

05 Value Proposition

Five things a partner can promise without over-claiming. Each one is backed by behaviour that is already in the product.

Reproducibility is structural, not a discipline

The system numbers runs, checksums dataset versions and freezes published protocols whether or not anyone remembers to. That matters because every reproducibility scheme built on habit eventually fails at the worst moment — a departure, a deadline, a reviewer's question. Here the record is created as a side effect of doing the work.

Evidence: Auto-incremented run numbers, append-only dataset versions with checksums, and protocol versions frozen at publish are all shipped behaviour in the research app today.

One record instead of five tools

Projects, experiments, runs, notebook, protocols, datasets, pipelines, inventory and instruments are the same connected record, not separate systems kept in step by a nightly sync. Nothing is re-keyed, so nothing drifts. When a competitor is assembled from acquired point products, the seams show up as exactly the questions a scientist cannot answer.

Evidence: The research web app drives all nine areas against one backend; provenance between them is a property of the data model rather than a link someone typed in.

A notebook that stands up to scrutiny

Entries carry an author, a signer and a witness with timestamps, and the witness cannot be the signer. Signing locks the entry. Attachments live in the platform's file storage and are referenced rather than pasted, so the entry stays a record rather than a container of orphaned files.

Evidence: Draft, submitted, signed and witnessed states with signer and witness attribution are shipped, and are driven from the notebook screens in the app.

Governance you inherit rather than buy

Single sign-on, role-based access checked on every operation, multi-tenant isolation, activity history, file storage, notifications, tagging and multi-language support come from the shared platform. A five-person lab gets the same controls as a department, and an enterprise security review has something concrete to read on day one.

Evidence: Six seeded role templates — principal investigator, lab manager, research scientist, data steward, lab technician and research auditor — ship with the product, and permission checks happen before a request reaches the service.

Published prices instead of a sales gate

Seat bands are published with separate academic and commercial rates and a genuinely usable free tier. Recording science is never metered — experiments, runs, notebook entries, protocols, datasets and pipeline runs are unlimited on every plan, including free — because charging for records would push a lab to record less.

Evidence: The rate card and the comparison pages on labsofscience.com show the bands and the reasoning; several established alternatives publish no price at all.

06 Ideal Customer Profile

A research group of five to fifty people whose results have to survive scrutiny — from a grant body, a reviewer, a partner or an auditor — and who are currently holding that together with a notebook tool, a shared drive and goodwill.

SEGMENT	TYPICAL SIZE	WHY THEY BUY
Academic research groups and university departments	5–100 researchers across one or several labs	They need a real electronic notebook, versioned protocols and reproducible analysis without standing up infrastructure, and academic rates plus a free tier make the first conversation easy.
Biotech and life-sciences R&D teams	10–250 people, wet lab plus dry lab	Signed and witnessed entries, reagent and lot tracking, and provenance from result back to method are already how they are expected to work — most are doing it in tools that were not designed for it.

SEGMENT	TYPICAL SIZE	WHY THEY BUY
Materials, chemistry and engineering R&D	10–200 people in a corporate or institute setting	The data model is domain-neutral. Teams outside biology are routinely offered biotech-shaped software and find it foreign; this fits structured experiments with parameters, observations and physical stock.
Computational and data-science research groups	5–80 people	Immutable dataset versions and pipeline runs pinned to a specific version are the parts almost no notebook product offers, and they are the parts this group cares about most.
Core facilities and shared laboratories	3–30 staff serving many user groups	Instrument booking with overlap rejection and approval, shared inventory, and per-role access across many teams are daily operational problems for them.
Research-driven enterprises consolidating tools	100+ researchers across multiple sites	They are usually paying for a notebook, an inventory tool and a scheduler separately, and want one governed home with single sign-on, audit and dedicated tenancy options.

GEOGRAPHIES

Sold globally, with an English-language product and multi-language interface support. Prices are published in US dollars for the primary band; Indian pricing is planned but not yet published, so quote in dollars and let us handle local currency. Data is hosted in India today, which suits Indian and Asia-Pacific buyers and needs an explicit conversation with European or US buyers who require in-region hosting.

NOT A FIT – DO NOT CHASE

- Labs under formal FDA or GxP regulation that need a validated 21 CFR Part 11 system today — electronic signatures and audit trails exist, but no formal validation has been performed
- Molecular-biology-first teams whose central need is DNA, RNA and protein design and a biologics registry — that is Benchling's territory and we do not rebuild it
- Buyers who require a current SOC 2 Type II report or ISO 27001 certificate as a procurement gate — neither is held yet
- Organisations whose main requirement is purchasing and supplier punch-out rather than the scientific record
- Teams that need environmental health and safety compliance workflows or a no-code automation builder as the primary purchase
- Single researchers with no collaborators, no compliance pressure and no intention to leave paper — the free tier will serve them and there is no deal

07 Buyer Personas

Six roles decide or block this purchase. Lead with the one in front of you rather than the full story — each of them cares about a different quarter of the product.

Principal Investigator

WHAT THEY WANT

Publishable, defensible work; a lab that keeps producing when people rotate through it; grant reporting that does not consume a fortnight.

WHAT FRUSTRATES THEM

Cannot answer basic questions about work done a year ago; discovers method drift only when two results disagree; countersigning is ad hoc.

Open with: If a reviewer asked you to reproduce a figure from last year, how long would that take your lab?

They will ask: Will my people actually use it, or is this another system I have to police?

Lab Manager or Core Facility Manager

WHAT THEY WANT

Reagents in stock, instruments fairly shared, protocols current, safety documentation where an inspector can find it.

WHAT FRUSTRATES THEM

Stock discovered empty mid-experiment; expired reagents used; instruments double-booked over email; protocols scattered across drives.

Open with: How do you find out a reagent has run out — before the experiment or during it?

They will ask: Can I see, in one place, what is low, what expires soon, and who has the instrument this afternoon?

Research Scientist or Postdoc

WHAT THEY WANT

Spend the day doing science; capture enough that the work holds up; not lose an afternoon to admin.

WHAT FRUSTRATES THEM

Writes the same context into three places; loses the link between a chart and the data that made it; dreads a notebook review.

Open with: How much of your week goes into recording work rather than doing it?

They will ask: How many extra clicks does this add to starting a run?

Data Steward or Computational Researcher

WHAT THEY WANT

Know exactly which data produced which result; re-run an analysis and get the same answer; hand a reviewer something reproducible.

WHAT FRUSTRATES THEM

Untracked file copies; analysis scripts that only ran once on one machine; no way to pin an input version.

Open with: When a figure is questioned, can you name the exact dataset version behind it?

They will ask: Can I pin a pipeline run to a specific dataset version, and can I get at all of this over an API?

Research Administrator or Compliance Reviewer

WHAT THEY WANT

Evidence on demand for grants, ethics and partner audits; access that matches people's actual roles; nothing that has to be assembled by hand.

WHAT FRUSTRATES THEM

Audit evidence is reconstructed after the fact; permissions are all-or-nothing; departures leave records nobody owns.

Open with: When an audit asks who signed what and when, where does that answer come from today?

They will ask: What certifications do you hold, and what does the audit trail actually capture?

Head of R&D Operations or Research IT

WHAT THEY WANT

Fewer tools, one identity, predictable cost, a vendor conversation that does not need six months of procurement.

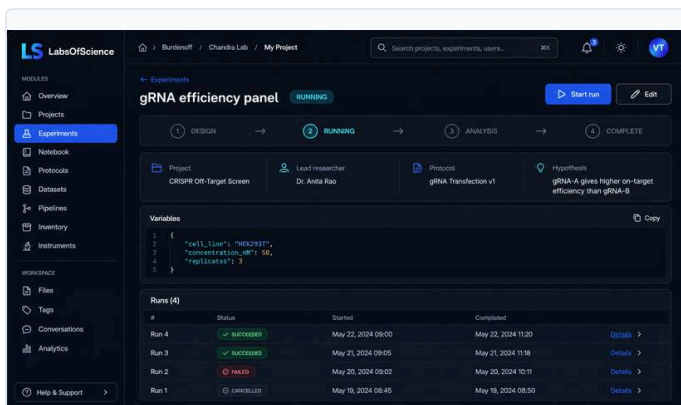
WHAT FRUSTRATES THEM

Paying separately for a notebook, an inventory tool and a scheduler; no single sign-on across them; no consolidated view across labs.

Open with: How many separate research tools are on your renewal list this year?

They will ask: Does this replace three subscriptions or add a fourth, and how does single sign-on work?

Twelve situations the product was built for. Each one is a scenario written to show what the platform does — none of them is a customer story, and none should be presented as one.



RESEARCH SCIENTIST

Design an experiment and keep the thread from plan to result

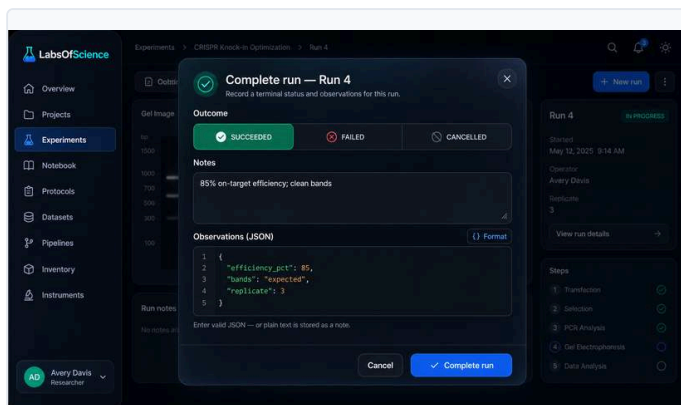
THE SITUATION

The hypothesis, the variables and the conditions live in a document, the runs live in a spreadsheet, and the measurements end up in a folder. Six weeks later, nobody can say which condition produced which number.

WHAT HAPPENS WITH LABSOFSCIENCE

The experiment is created inside a project with its hypothesis, description, variables, lead researcher and the protocol it follows. Its status moves through a validated lifecycle — design, running, analysis, complete — rather than being edited freely, so the state of the study is always meaningful.

The design and the data stay attached to each other, and the study is analysable without reconstructing what happened.



RESEARCH SCIENTIST, LAB TECHNICIAN

Run the same experiment three times and know which run was which

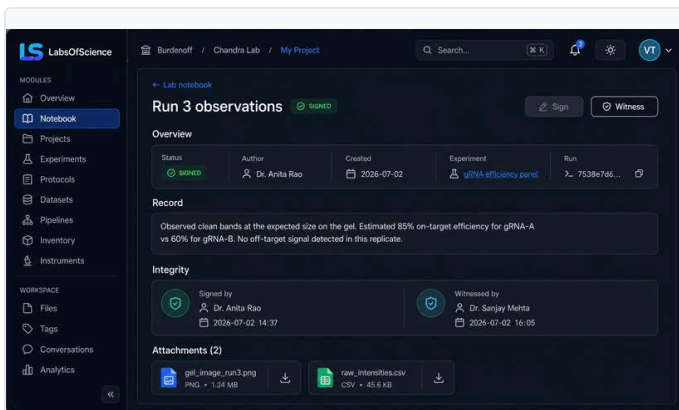
THE SITUATION

Replicates are recorded as run one, run two and the other run, in different people's notes, with parameters remembered rather than written down.

WHAT HAPPENS WITH LABSOFSCIENCE

Starting a run assigns the next run number automatically. Parameters, observations, notes, who performed it and the start and completion times are attached to that run, and completing it records a terminal status.

Run three means the same thing to everyone in the lab, permanently.



PRINCIPAL INVESTIGATOR, RESEARCH SCIENTIST

Keep a lab notebook that a reviewer will accept

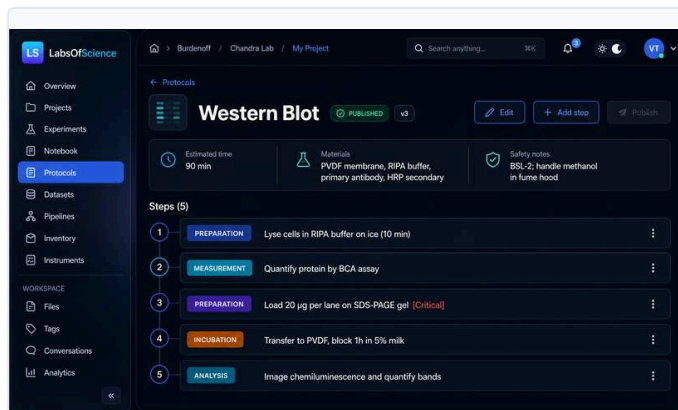
THE SITUATION

Entries are prose in a shared document with no attribution and no countersignature, and the attachments referenced in them have long since moved.

WHAT HAPPENS WITH LABSOFSOFTSCIENCE

An entry is written against a project and, where relevant, a specific experiment and run, with files attached from platform storage. It is submitted, signed — which locks it and records the author and time — and then witnessed by a second person who cannot be the signer.

An attributable, countersigned, locked record that links to the work it describes.



LAB MANAGER, PRINCIPAL INVESTIGATOR

Turn a method into shared capital instead of tribal knowledge

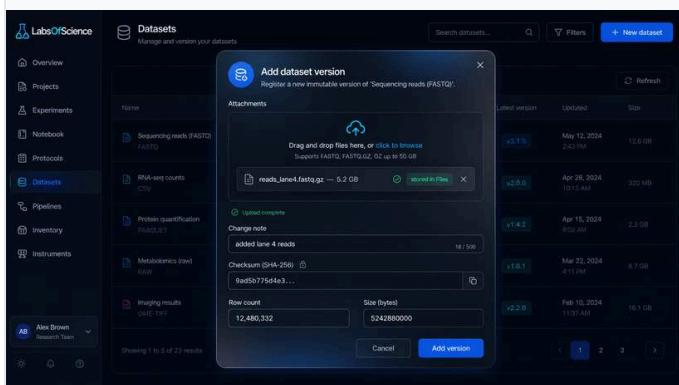
THE SITUATION

The protocol exists as a PDF that has been edited three times, and the authoritative copy is whichever one the last person emailed.

WHAT HAPPENS WITH LABSOFSOFTSCIENCE

A protocol is authored with a summary, estimated time, materials and safety notes, plus ordered steps that each carry a kind, an instruction, a duration and a criticality flag. Publishing freezes the version, and experiments reference that frozen version.

Every result cites the exact method, materials and steps that produced it.



DATA STEWARD, COMPUTATIONAL RESEARCHER

Version data so a figure can always be traced to its source

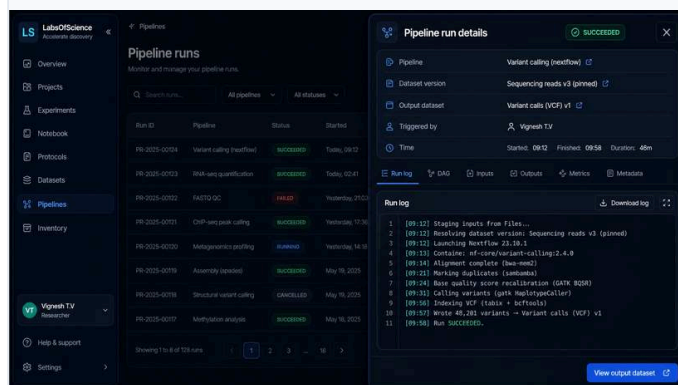
THE SITUATION

The dataset behind a published chart has been overwritten twice since the chart was made, and nobody kept the original.

WHAT HAPPENS WITH LABSOFSOFTSCIENCE

A dataset is created with a kind — raw, processed, reference or result — and linked to its project and experiment. Each new version is appended with the file holding the bytes, a checksum, byte size, row count and a change note; earlier versions are never modified.

The exact data behind any result stays recoverable, with an integrity check attached.



COMPUTATIONAL RESEARCHER, RESEARCH ENGINEER

Run analysis that someone else can actually re-run

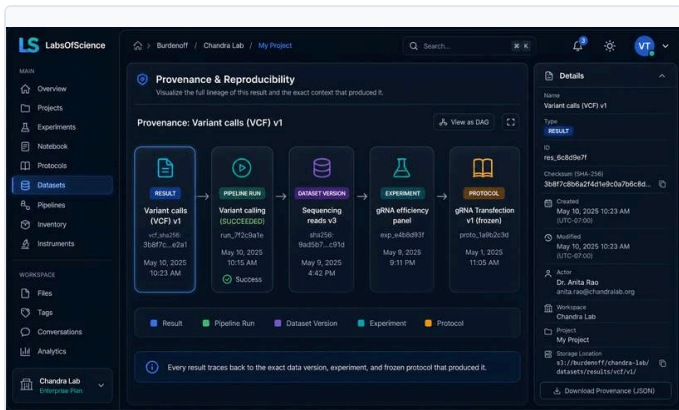
THE SITUATION

The analysis is a notebook on one laptop. It produced the figure once and nobody is confident it would do so again.

WHAT HAPPENS WITH LABSOFSOFTSCIENCE

A pipeline is defined with an engine and a definition, then queued against a specific dataset version with its parameters. The run moves through a validated lifecycle and records its log, its output dataset and who triggered it.

A result is tied to a real execution over an exact data version, not to a memory.



PRINCIPAL INVESTIGATOR, COMPLIANCE REVIEWER

Walk a result back to the method and the data behind it

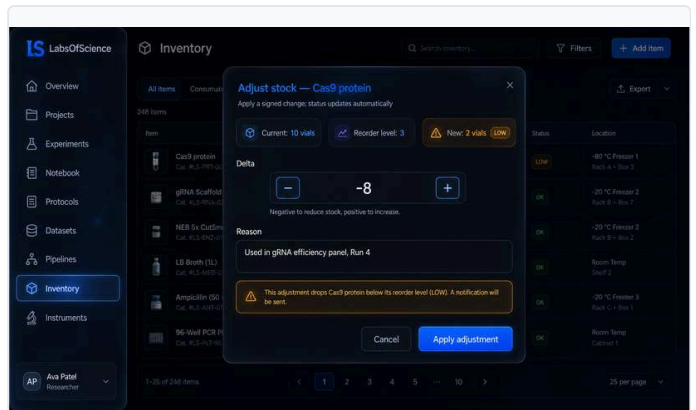
THE SITUATION

Establishing how a result was produced means asking three people, opening four tools and accepting a partial answer.

WHAT HAPPENS WITH LABSOFSOFTSCIENCE

Because the records reference each other directly, the lineage from a result through its pipeline run, the dataset version it consumed, the experiment and run, and the protocol version followed is rendered as a connected chain in the app. Nobody curates it by hand.

The provenance question is answered on screen instead of by investigation.



LAB MANAGER, LAB TECHNICIAN

Stop discovering an empty reagent bottle mid-experiment

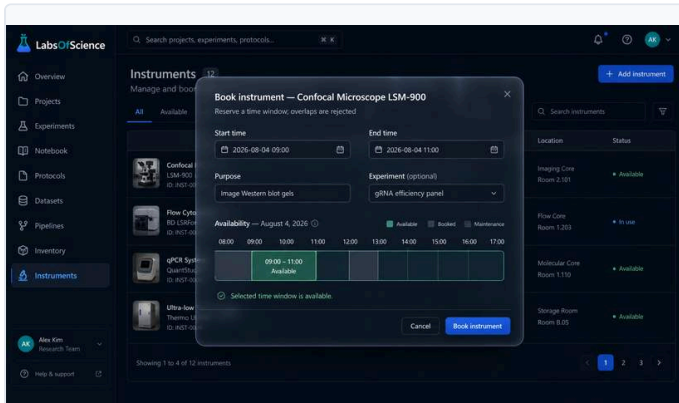
THE SITUATION

Stock is tracked in a spreadsheet updated when someone remembers, and expiry dates are checked when something goes wrong.

WHAT HAPPENS WITH LABSOFSOFTSCIENCE

Items are registered with quantity, unit, reorder level, location, lot number, expiry and a safety data sheet. Consumption and restocking are recorded as signed adjustments, and stock status — in stock, low, out of stock — is recalculated automatically from quantity against the reorder level.

What is low, what has expired and which lot was used are all visible where the science is.



CORE FACILITY MANAGER, RESEARCH SCIENTIST

Share an instrument without the email negotiation

THE SITUATION

The microscope calendar is a wall chart or a group chat, and two people arrive for the same slot roughly once a month.

WHAT HAPPENS WITH LABSOFSOFTSCIENCE

Instruments are registered with model, location, status and whether they need approval, then booked for a time window. A booking that intersects an existing one is rejected; depending on the instrument the booking confirms automatically or goes for approval, and it can be cancelled.

Double-booking becomes structurally impossible rather than socially discouraged.



HEAD OF R&D OPERATIONS, RESEARCH DIRECTOR

See what a multi-lab organisation is actually doing

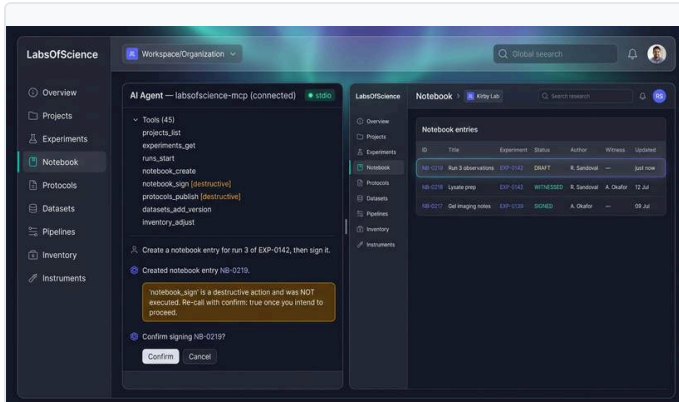
THE SITUATION

Reporting across several labs means asking each one for a status update and hoping the definitions match.

WHAT HAPPENS WITH LABSOFSOFTSCIENCE

Projects, experiments, runs, datasets and pipeline activity sit in shared workspaces with role-based access, and the platform's analytics and activity views show progress and actions across them with actor, target and result.

Oversight comes from the same records the labs are already keeping, not from a reporting exercise.



RESEARCH ENGINEER, LAB MANAGER

Let an AI agent work the record without letting it sign anything

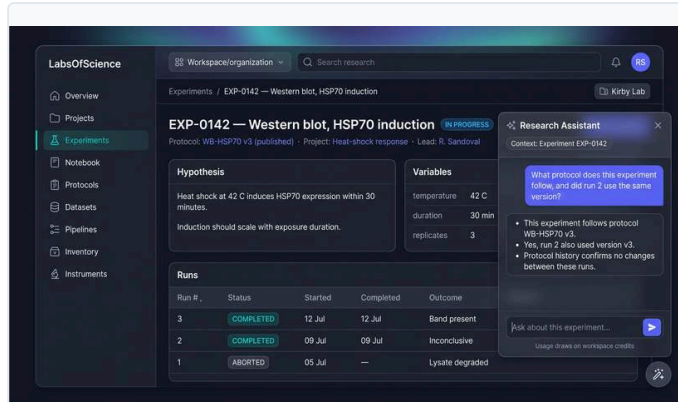
THE SITUATION

The team wants an assistant that can look things up and file records, but nobody will hand an agent the ability to sign a notebook entry or publish a protocol.

WHAT HAPPENS WITH LABSOFSOFTSCIENCE

A governed tool surface exposes the research domain to compatible AI clients — projects, experiments, runs, protocols, datasets, pipelines, instruments, inventory and notebook. Irreversible actions such as signing, witnessing, publishing and archiving require an explicit confirmation before they execute, and every call goes through the same permission checks a person would.

An over-eager agent turns an irreversible step into a question instead of a signature.



RESEARCH SCIENTIST, POSTDOC

Ask a question about the experiment already on screen

THE SITUATION

Finding out whether anyone in the group has run something similar means messaging three colleagues and hoping one of them remembers.

WHAT HAPPENS WITH LABSOFSOFTSCIENCE

An in-product assistant is grounded in the page the researcher already has open, so questions are answered against the actual record rather than in a general chat window. Usage is metered so the cost is visible.

The context a scientist needs comes from their own workspace rather than their own memory.

09 Product Capabilities

What the product does, grouped the way a lab thinks about it. Anything not marked shipped is marked honestly — repeat that honesty in front of the prospect rather than smoothing it over.

Projects, experiments and runs

The spine of the product: a project holds experiments, and experiments produce numbered, parameterised runs.

Research projects

Name, code, description, status from planning through archived, visibility, principal investigator, field of study, start and end dates, and tags.

Experiment design

Hypothesis, description, a structured variables block for the design, a linked protocol and a lead researcher.

Validated experiment lifecycle

Design, running, analysis, complete and abandoned are reached through checked transitions rather than free-form status edits.

Auto-numbered runs

Each execution takes the next sequential run number automatically, with parameters, observations, notes, who performed it and start and completion times.

Cross-project search and filtering

Find experiments, runs and records across the workspace from the app's search surface.

Electronic lab notebook

A signable, witnessable record tied to the project, experiment and run it describes.

Entries linked to the work

An entry references its project and, where relevant, the experiment and the specific run, so it is never an isolated piece of prose.

File attachments

Files are attached by reference from the platform's file storage with signed-URL access, rather than being embedded copies.

Signing locks the record

Signing stamps the author and the time and locks the entry against further edits.

Independent witness countersignature

A second person, who cannot be the signer, witnesses a signed entry, with attribution and timestamp recorded.

Rich entry editor, templates and inline data planned

A templated editor with inline data embedding and richer file previews on top of the current attachment flow.

Protocols and methods

Methods captured as versioned, reusable objects rather than documents that drift.

Versioned protocols

A protocol carries a summary, a status of draft, published or deprecated, an integer version, estimated minutes, a materials list and safety notes.

Ordered, typed steps

Each step has a kind — preparation, measurement, incubation, analysis, cleanup or safety — an instruction, a duration and a criticality flag.

Publish to freeze a version

Publishing locks the version so any result can cite the exact method that produced it, even after the method later evolves.

Reuse across experiments

An experiment links the published protocol it follows, tying the method to the result by reference rather than by copy.

Forking, merging and a shared library planned

Protocol forking and merge, a library shared across workspaces, step-level timers, and instantiating a run pre-filled from the method.

Data and reproducible analysis

Versioned data and analysis runs pinned to the exact version they consumed.

Datasets with kinds and status

Raw, processed, reference or result, with active, locked or archived status and optional links to a project and experiment.

Immutable dataset versions

Each version appends with the file holding the bytes, a checksum, byte size, row count and a change note; the latest-version counter is maintained for you.

Analysis pipelines

A pipeline is declared with an engine, a definition, a version and an active flag.

Pipeline runs pinned to a version

A run records the dataset and dataset version it consumed, its parameters, log, output dataset and who triggered it, through a validated lifecycle.

Rendered provenance chain

The lineage from a result back through run, dataset version, experiment and protocol is shown as a connected strip in the app.

Queryable provenance graph and bundle export planned

Fetching a full lineage in one query, one-click re-run over a pinned version with a reproducibility report, and exporting a provenance bundle for a figure or publication.

Lab inventory and instruments

The physical bench in the same workspace as the science it supports.

Inventory items

Reagents, consumables, samples, chemicals, biologicals and equipment parts, with quantity, unit, reorder level, location, lot number and expiry.

Derived stock status

In stock, low or out of stock is recalculated from quantity against the reorder level on every adjustment, rather than being set by hand.

Signed quantity adjustments

Consumption and restocking are recorded as a signed delta with an optional reason, leaving a history rather than a current number.

Safety data sheets

Hazardous materials carry a referenced safety data sheet held in platform file storage.

Instrument booking with overlap rejection

Instruments carry model, location, status and an approval flag; a booking that intersects an existing one is rejected, and bookings auto-confirm or await approval per instrument.

Low-stock alerts, barcodes and maintenance logs

planned

Low-stock and expiry notifications, reorder workflows, barcode and QR check-in and check-out, and instrument maintenance and calibration logs.

Access, audit and governance

Enterprise controls inherited from the wider platform and applied uniformly.

Single sign-on

Enterprise identity through OpenID Connect, with device-code and client-credential flows for terminal clients and integrations.

Role-based access on every operation

Permissions are checked at the platform edge before a request reaches the product, so a failed check never runs the operation.

Seeded research roles

Principal investigator, lab manager, research scientist, data steward, lab technician and research auditor are created in every workspace automatically.

Workspace-scoped writes

Every write is filtered to the owning workspace and asserts it changed exactly one record, so an identifier guessed from another workspace cannot be modified.

Activity timeline

A searchable, exportable history of actions with actor, target and result, filterable by actor, action or date.

Regulated-research compliance workflows

planned

Ethics and biosafety review workflows, grant and budget tracking, formal 21 CFR Part 11 validation, and compliance evidence exports with security-event streaming.

Surfaces, AI and integrations

How people and machines reach the record. Read the statuses here carefully — the AI story splits three ways and should not be flattened.

Research web app

Projects, experiments, runs, notebook, protocols, datasets, pipelines, inventory and instruments, live at app.labsofscience.com.

Programmable research API

The complete research record is available over a governed API for automation, instrument scripts and internal tools, with credentials issued through the developer portal.

Governed agent tool surface

Forty-five tools covering the research domain for compatible AI clients, with signing, witnessing, publishing and archiving gated behind an explicit confirmation.

In-context AI assistant

The shared platform assistant, grounded in the page the user has open, with usage metered so the cost is visible.

Per-workspace model choice and decision ledger

in progress

A workspace can pick which model provider it runs on, and an append-only ledger is in place to record AI decisions. Be precise with prospects: this is deployed but has nothing writing to it until the decision engine below lands.

Protocol suggestion and next-run recommendation

in progress

AI drafting a method as a real versioned protocol for review, and recommending a next run from the runs already performed.

Mobile and desktop apps

in progress

Native iOS, Android and desktop shells wrapping the research app for bench-side capture and approvals; the platform runs in a mobile browser in the meantime.

Command-line tool and language libraries

planned

A terminal client and typed Node and Python libraries for scripting the research API.

10 Pricing & Plans

LabsOfScience is priced by seats — the people in the workspace holding a research role — as an annual block with an included seat count and a per-seat rate beyond it. Two rate cards are published: an academic rate for academic, government and non-profit organisations, and a commercial rate at twice that. Billing is annual only, because research budgets are annual. Recording science is never metered: experiments, runs, notebook entries, protocols, datasets, dataset versions and pipeline runs are unlimited on every plan, including the free one.

PLAN	PRICE	WHO IT IS FOR	WHAT IS INCLUDED
Free	\$0 Same on the academic and commercial cards; no card required	A first project, a pilot, or a small group testing the workflow end to end	3 seats — enough for an author, a signer and a witness; 5 GB storage, 250 MB maximum upload; Unlimited experiments, runs, notebook entries, protocols, datasets and pipeline runs; Community support
Lab	\$1,250/yr academic \$2,500/yr commercial. Additional seats \$250 per seat per year on the academic card	A single research group getting the whole lifecycle onto one record	5 seats included; Full research lifecycle: experiments, notebook, protocols, datasets, pipelines, inventory and instruments; Uncapped core loop; Annual billing
Group	\$3,300/yr academic \$6,600/yr commercial. Additional seats \$220 per seat per year on the academic card	A larger group or several collaborating labs	15 seats included; Shared protocols and inventory across the group; Priority support; Annual billing
Department	\$9,000/yr academic \$18,000/yr commercial. Additional seats \$180 per seat per year on the academic card	A department or a multi-lab research unit	50 seats included; Multiple workspaces across labs; Single sign-on; Annual billing
Institution	from \$15,000/yr academic from \$30,000/yr commercial. Seat rate contracted, with an academic floor of \$120 per seat per year	An institute or a multi-site research organisation	100 seats included, contracted beyond that; Custom quotas and consolidated oversight across labs; Named point of contact; Annual billing
Enterprise	Contact us Contracted seats with a floor of \$120 per seat per year academic and \$240 commercial; minimum \$25,000 per year	Research-driven enterprises and organisations with deployment or compliance requirements	Contracted seat count; Dedicated tenancy, self-hosting, air-gapped deployment, customer-managed keys, data residency and a business associate agreement are separate line items; 24/7 support and service-level commitments; Annual contract

Add-ons

ADD-ON	PRICE
Additional seats on the Lab band	\$250 per seat per year (academic)

ADD-ON	PRICE
Additional seats on the Group band	\$220 per seat per year (academic)
Additional seats on the Department band	\$180 per seat per year (academic)
Dedicated tenancy, self-hosting, air-gapped deployment, customer-managed keys, data residency	Contact us
Implementation, data migration and onboarding services	Contact us

WHAT TO TELL A PROSPECT ABOUT PRICE

- Academic pricing applies to academic, government and non-profit organisations; commercial organisations are on the commercial card at twice the academic rate.
- Billing is annual only. There is no monthly option, and therefore no separate annual discount to negotiate.
- Storage and shared request limits are pooled across all Burdenoff products on the same account, so subscribing to another Burdenoff product raises the shared pool.
- Prices here are the published rate card for a product still finalising its commercial launch. Quote them as indicative and let us issue the actual quote — the price on the signed order form is the price.
- Local-currency pricing for India and similar markets is planned but not yet published. Quote in US dollars and flag the account to us if the customer needs local billing.

11 Competitive Landscape

Seven real alternatives come up in these conversations. Each row includes something the competitor genuinely does better — say it out loud. A partner who concedes the right point is trusted on everything else.

ALTERNATIVE	WHAT IT IS	WHERE THEY ARE STRONG	WHERE WE WIN
Benchling	The established life-sciences R&D cloud, combining an electronic notebook and lab management around a deep molecular-biology core, sold to biotech and pharma on enterprise contracts.	Deep molecular-biology tooling for DNA, RNA and protein design and a biologics registry, mature regulatory alignment, native mobile apps, a large integration ecosystem and a long track record with large biotech. If the buyer's central need is biologics design, they should buy Benchling.	Published prices instead of a sales-led contract, a domain-neutral model that fits chemistry, materials and computational research as naturally as biology, and reproducibility primitives Benchling does not offer as a set — numbered runs, checksummed dataset versions, frozen protocol versions and pipeline runs pinned to a dataset version.
LabArchives	A long-established academic and institutional electronic lab notebook, with inventory and scheduling sold as separate add-on modules.	A much larger installed base in universities, a familiar and simple notebook interface, mature mobile apps, and integrations with tools scientists already use. Institutional procurement teams often already have a relationship with them.	Notebook, inventory, instrument booking, experiments, protocols, datasets and pipelines are one product rather than a notebook plus paid add-ons. Auto-numbered runs and immutable dataset versions do not exist there, so reproducibility is manual; here it is structural. Seat bands stay predictable where per-user pricing plus add-ons escalates.

ALTERNATIVE	WHAT IT IS	WHERE THEY ARE STRONG	WHERE WE WIN
SciNote	An open-core electronic notebook with inventory, popular with academic and government labs, offering both a self-hosted option and affordable cloud plans.	A free self-hosted option with the source available, genuinely budget-friendly cloud plans, solid protocol and task management, barcode support in inventory, and use inside well-known public-sector research bodies. A lab that wants to run its own instance should look there.	Dataset versioning and reproducible analysis pipelines are first-class here and absent there. Governance — single sign-on, role-based access, audit, billing and notifications — is inherited from a shared platform rather than assembled. Provenance is enforced by the data model rather than curated by the user.
Quartz	A widely used lab inventory and ordering platform with a supplier marketplace, focused on procurement rather than the scientific record.	The best procurement experience of anything in this list — supplier catalogues, ordering workflows and a marketplace that a lab manager genuinely enjoys using. If the buying problem is purchasing, Quartz is the right tool and we would rather integrate than replace it.	Inventory consumption here is traceable to the experiment, run and result that used it, because it lives in the same record. Quartz has no notebook, protocols, datasets or pipelines, and its scheduling is limited where instrument booking here rejects overlaps and supports approval.
protocols.io	A methods platform and public protocol library, widely used for publishing and citing protocols with permanent identifiers.	The largest public protocol library, with DOI publishing and long-term preservation — genuine community liquidity that no product can manufacture. For publishing a method to the world, it is the right home, and we intend to work with it rather than compete.	Protocols here are tied to the experiments and runs that execute them, so a result cites the exact published version it followed. Private team workflows come with role-based access, signing, witnessing and audit as standard, and protocols sit beside datasets, pipelines, inventory and instruments rather than alone.
SciSure (formerly eLabNext)	A configurable scientific management platform combining a notebook, lab management, sample tracking, inventory, no-code workflow automation and environmental health and safety, formed from the eLabNext and SciShield merger.	Mature environmental health and safety compliance and a no-code workflow builder — both real strengths and both on our roadmap rather than in the product. Their configurability suits organisations that want to model unusual processes without engineering help.	Reproducibility primitives they do not have: numbered runs, immutable checksummed dataset versions, frozen protocol versions and pipeline runs pinned to a version. One governed model rather than configurable modules, and transparent seat bands rather than tiered pricing that escalates with enterprise modules.
Labguru	An all-in-one notebook, lab management, inventory and automation suite for life sciences with AI-assisted features, now part of a larger laboratory-software group.	AI-assisted analysis and insight features that are further along than ours, scripted automation, and molecular-biology tooling — all real advantages today. A broad, mature suite with years of life-sciences deployment behind it.	Reproducibility by design rather than by convention, a unified lifecycle model rather than a suite of modules, and published pricing where theirs is sales-led with no public tiers. Being domain-neutral also matters for teams outside life sciences.

THE POSITIONING LINE TO HOLD

LabsOfScience is the research platform where reproducibility is built into the data model — numbered runs, checksummed dataset versions and frozen protocol versions — rather than a discipline people have to remember.

12 Why Us / Differentiators

If you remember nothing else, remember these. They are the reasons a lab chooses this over something older and larger.

Reproducibility is a property of the system

Runs are numbered automatically, dataset versions are append-only with a checksum, published protocols freeze, and pipeline runs record the exact dataset version they consumed. None of that depends on anyone following a convention, which is why it survives deadlines and departures.

Provenance links itself

Because everything is one connected record, a result already knows the run, dataset version, experiment and protocol version behind it. Competitors that assembled their suite from separate products ask users to curate that chain by hand — and users stop.

The physical lab is in the same system as the science

Reagent lots, expiry dates, safety sheets and instrument bookings sit alongside the experiments that consume them, so a run can be traced to the lot and the instrument behind it. Most competitors sell inventory and scheduling as separate modules, if at all.

A notebook with a real signature workflow

Draft, submitted, signed and witnessed, with the witness required to be someone other than the signer, and signing locking the entry. Some competitors put review and countersignature behind an extra fee; here it is part of the product on every plan.

Governance inherited, not bolted on

Single sign-on, permission checks on every operation, workspace-scoped writes, multi-tenant isolation, activity history, file storage and notifications come from a shared platform used across many products. A five-person lab gets controls that usually only arrive with an enterprise contract.

Domain-neutral by design

The same model serves chemistry, materials, engineering and computational research, not only biologics. Teams outside life sciences are used to being offered biotech-shaped software and having to pretend their samples are cell lines.

Prices you can read before you talk to anyone

Seat bands with separate academic and commercial cards and a usable free tier, published openly. Several of the strongest alternatives publish nothing at all, which makes even a small lab's evaluation a sales process.

13 Customer Proof & Credibility

There are no customer logos to show, so credibility here comes from what the product actually does, how it is governed, and how plainly we describe what is not finished. Show the working app and the honest status table rather than claiming traction.

THE PRODUCT WORKS END TO END TODAY

The research backend and the research web app are both built and live, covering projects, experiments, runs, the notebook, protocols, datasets, pipelines, inventory and instruments. A prospect can be shown the real thing rather than a prototype.

REPRODUCIBILITY BEHAVIOUR YOU CAN TEST IN A DEMO

Start two runs and watch the numbers assign themselves; add a dataset version and see the checksum; publish a protocol and watch the version freeze; try to double-book an instrument and watch it refuse. These are checkable in minutes.

ACCESS CONTROL ENFORCED BEFORE THE REQUEST LANDS

Every read and write carries a permission requirement checked at the platform edge, and every write is scoped to the owning workspace and asserts it touched exactly one record. Six research roles are seeded into each workspace automatically.

A PUBLISHED, HONEST CAPABILITY STATUS

The website and the specification set mark every capability as shipped, in progress or planned, including cases where a competitor is better. The AI surface in particular is described in three parts rather than as a single claim.

A STATED SECURITY POSTURE

Encryption in transit and at rest, role-based access, attributable and logged changes, multi-tenant isolation, regular backups, and a hardened build pipeline with secret and vulnerability scanning — all published openly rather than implied.

A NAMED CERTIFICATION ROADMAP WITH DATES

SOC 2 Type II observation and an ISO 27001 programme are planned with target dates and owners, and the public position is that neither certificate is held yet. Procurement teams generally respond better to that than to a vague assurance.

COMPETITIVE ANALYSIS THAT CONCEDES

The comparison pages name where each of the seven tracked alternatives wins — biologics depth, procurement, public protocol liquidity, safety compliance, AI maturity, installed base. A prospect who checks will find the same answer we gave them.

Be straight about this. LabsOfScience is early. It is a pre-launch product that has only just opened to self-service sign-up, and there are no public reference customers, no published usage numbers and no testimonials — anyone who offers you some is making them up. Paid plans are published as a rate card but are still being finalised commercially, so a paid customer gets a quote from us rather than a checkout page. It does not hold a SOC 2 Type II report or ISO 27001 certificate today, and electronic signatures and audit trails exist without formal 21 CFR Part 11 validation. What a prospect should weigh instead: whether the working product does what their lab needs, whether the reproducibility behaviour holds up when they poke at it in a demo, how much of their current tooling it replaces, and whether they are comfortable being early with a vendor that tells them plainly what is not built.

14 Demo Information

The demo sells itself if you follow the record from design to result. Resist showing every screen — show one experiment travelling all the way through, then let the prospect try to break the reproducibility guarantees.

HOW TO GET A DEMO

Anyone can create an account on the free plan at app.labsofscience.com and use the full research lifecycle with three seats. For a guided walkthrough focused on a specific lab, book time with Vignesh on the 1-1 call link and we will run it with you on the call.

Runs about 20–30 minutes for the full lifecycle; 10 minutes if you only need the reproducibility story.

WHERE TO LOOK

- **Research app — sign up or sign in —**
<https://app.labsofscience.com>
- **Product website —** <https://labsofscience.com>
- **Use-case walkthroughs —**
<https://labsofscience.com/use-cases>
- **Documentation —** <https://docs.labsofscience.com>
- **Book a guided walkthrough —**
<https://calendly.com/vignesh-burdenoff/1-1>

The walkthrough, in order

- 1 A project with its experiments listed underneath**
Everything starts from a project — the principal investigator, the field, the dates and the experiments that belong to it. Note that nothing here is a folder; each of these is a record other records can point at.
- 2 An experiment with its hypothesis, variables and linked protocol**
The design is captured as structure, not prose, and it names the protocol it follows. The status moves through checked transitions, so it cannot quietly say complete while runs are still open.
- 3 Starting a run, then completing it with observations**
Watch the run number. Nobody typed that — the system assigned the next one. So run three means the same thing to everyone in this lab, forever.
- 4 A notebook entry being signed and then witnessed**
Signing locks the entry and records who and when. The witness has to be someone other than the signer, which is exactly what a good-practice review expects and what most notebook tools charge extra for.
- 5 Publishing a protocol and seeing the version freeze**
Once it is published, that version is fixed. Improve the method tomorrow and last year's result still cites the exact steps, materials and safety notes it actually followed.
- 6 Adding a dataset version with its checksum and row count**
New versions append; old ones never change. This is the piece almost no notebook product has, and it is the piece that makes a figure defensible.
- 7 Queueing a pipeline run against a specific dataset version**
The run records the exact version it consumed, its parameters, its log and its output dataset. That is the difference between it worked when I ran it and a method someone else can reproduce.
- 8 The provenance chain view on a result**
Nobody curated this chain. It exists because the records already reference each other. Ask a scientist how long that answer takes them today.
- 9 Booking an instrument over an existing booking, and adjusting inventory**
The overlapping booking is refused outright. And when stock drops below the reorder level, the status changes on its own — the bench and the science are the same system.

15 Sales Talking Points

Nine sentences worth having ready. Each is short enough to say in a corridor and specific enough to be believed.

Every run gets its number from the system, not from a person.

It is the fastest way to show that reproducibility here is structural. Scientists immediately understand why manual numbering fails.

Dataset versions append with a checksum; they never change.

This is the single capability the tracked competitors most consistently lack, and it is what makes a figure traceable to its source.

Publishing a protocol freezes that version permanently.

Anyone who has watched a method drift across three edited PDFs knows why this matters, and it takes one sentence to explain.

A notebook entry needs a signer and a separate witness.

It moves the conversation from convenience to defensibility, which is where the budget usually lives.

Inventory and instruments sit in the same record as the experiments.

Most alternatives sell those as add-on modules. It is a concrete cost and consolidation argument, not just an architectural preference.

The prices are on the website — academic and commercial, annual.

Several of the biggest alternatives publish nothing, which makes even a small evaluation a sales process. Openness is a differentiator on its own.

Recording science is never metered, even on the free plan.

Charging per experiment would push a lab to record less, which destroys the very provenance they are buying. Saying that out loud lands well with scientists.

The same model fits chemistry, materials and computational work.

Non-biology teams are used to being sold biotech software and having to pretend. It opens a segment the incumbents underserve.

An AI agent can read and file records, but cannot sign one without confirming.

It answers the automation question and the trust question at the same time, and it is unusually concrete for an AI claim.

The hard ones, answered honestly. Where the honest answer is a concession, give the concession first — it buys credibility for the rest.

"We already have an electronic lab notebook. Why would we change?"

You may not need to change the notebook to get value. The gap in most notebook tools is everything around it — versioned datasets, analysis runs pinned to a data version, provenance that links itself, and inventory tied to the experiments that consume it. Start by asking what happens today when someone questions a figure from last year; if the answer is investigation rather than a link, that is the gap.

PROOF · Auto-numbered runs, checksummed dataset versions and pipeline runs pinned to a dataset version are shipped here and absent from the notebook-first alternatives, by their own product documentation.

"You are pre-launch. Who else is using this?"

Nobody publicly, and I would not pretend otherwise. What I can offer instead is that the product genuinely works end to end today — you can create an account and put a real experiment through it this afternoon — and that everything not finished is marked as such rather than glossed over. If being an early customer is unacceptable right now, the honest answer is to revisit in two quarters.

PROOF · The free plan is open at app.labsofscience.com, and the website marks every capability as shipped, in progress or planned, including where competitors are ahead.

"Do you have SOC 2 or ISO 27001? Our procurement will ask."

Neither is held today. The controls behind them are in place — encryption in transit and at rest, role-based access, attributable logging, tenant isolation, backups and a scanned build pipeline — and there is a dated certification roadmap with a SOC 2 observation period and an ISO 27001 programme. If a current report is a hard procurement gate, we will fail it, and that is worth establishing early rather than at the end.

PROOF · The published security page sets out the controls, and the certification roadmap names target dates and owners for each attestation.

"We are a regulated lab. Is this 21 CFR Part 11 compliant?"

Not validated, no. Electronic signatures, witness countersignature and audit trails exist as product capabilities, but formal validation has not been performed, and a gap assessment is planned rather than complete. For an FDA-regulated workflow today, we are the wrong answer. For research that is heading towards regulation, the record structure is the right shape to start in.

PROOF · The certification roadmap lists the 21 CFR Part 11 assessment as planned and states plainly that the platform is not validated for regulated use by default.

"Why not just use Benchling? Everyone in biotech does."

If your central need is molecular-biology design and a biologics registry, buy Benchling — we do not rebuild that and say so publicly. Where this wins is breadth of the lifecycle at a readable price, and the reproducibility layer: numbered runs, immutable dataset versions, frozen protocols and analysis runs pinned to a data version. It also fits chemistry and materials teams, which biologics-first tools rarely do well.

PROOF · The comparison page names Benchling's molecular-biology depth as a concession and lists the four reproducibility primitives it does not offer as a set.

"We could build this ourselves on a shared drive and some scripts."

Many labs have, and the scripts usually work until the person who wrote them leaves. What is hard to build is not the storage — it is the enforcement: numbering that cannot be skipped, versions that cannot be overwritten, a signature workflow that requires a second person, permission checks on every operation, and an audit trail collected before anyone asks for it. That is a year of work you would then own forever.

PROOF · Validated lifecycle transitions, append-only dataset versions, workspace-scoped writes and seeded research roles are enforced by the platform rather than left to convention.

"This looks expensive for a small academic group."

There is a free plan with three seats and no metering on the science itself — enough for an author, a signer and a witness to run the full lifecycle. Beyond that, academic rates are published and sit below the per-user rates the established academic notebooks charge for a narrower product, before their inventory and scheduling add-ons. Compare the total, not the headline seat price.

PROOF · Published academic bands start at \$1,250 per year for five seats, against established academic notebook pricing that runs in the hundreds of dollars per user per year for the notebook alone.

"What happens to our data if you go away or we leave?"

Fair question for an early vendor. Everything is reachable over the programmable API, so an export is a scripted job rather than a support ticket, and files are held in platform storage with signed access rather than locked inside entries. Records you are legally required to keep stay retained and exportable. I would also raise data residency now if that matters — hosting is in India today, with residency options quoted for enterprise.

PROOF · The complete research record is available over the governed API, and file bytes are referenced from shared platform storage rather than embedded.

"You are a small company. What happens when something breaks?"

Small is true. What comes with it is direct access — you talk to the people who build it, not a tier-one queue, and support tiers are attached to plan rather than sold as a separate escalation product. In-product help and ticketing come from the shared platform, and enterprise agreements carry service-level commitments. If your governance requires a large-vendor covenant, say so and we will not waste your time.

PROOF · Support tiers rise by plan, with named contact at institution level and round-the-clock support with service-level commitments at enterprise.

"Our team will never adopt another system."

That is the real risk, and it is why the metering matters: nothing charges you for recording science, so nobody is incentivised to batch or skip. Start with one project and one experiment rather than a migration. The bench-side tools people resist most — mobile capture especially — are in progress, so be honest that a phone-first workflow is not there yet.

PROOF · Experiments, runs, notebook entries, protocols, datasets and pipeline runs are unlimited on every plan, and mobile shells are marked in progress rather than available.

"What about AI? Everyone is promising an AI lab assistant."

Three different things, and I will separate them because most vendors do not. The in-product assistant grounded in the page you have open is live, and so is a governed tool surface that lets an AI client work your records with irreversible actions gated behind a confirmation. Choosing your own model provider and the decision ledger are deployed but not yet doing anything until the engine behind them lands. Protocol drafting and next-run recommendation are in progress. Literature search and hypothesis suggestion are planned.

PROOF · The website's AI page and the internal readiness assessment both split the AI surface into live, deployed-but-inert, in-progress and planned rather than presenting a single claim.

"We need environmental health and safety workflows and a no-code builder."

Then look at SciSure first, honestly. Both are mature there and on the roadmap here, and I would rather tell you that than have you find out in month three. Where this still earns a conversation is the reproducibility and provenance layer, which they do not have — some organisations end up running both, and some decide the safety module is the deciding requirement.

PROOF · The comparison page lists environmental health and safety compliance and no-code automation as SciSure strengths and marks both as planned here.

17 Discovery / Qualification Questions

Ask these before you pitch. The answers tell you whether this is a real opportunity, which persona to lead with, and which competitor is already in the room.

ASK THIS

LISTEN FOR

If a reviewer asked you to reproduce a figure from a year ago, what would that take?

Any answer involving asking people, searching drives or a specific person who would know. That is the whole pitch. An immediate, confident answer means they have already solved it.

Where do your protocols actually live, and how do you know which version was followed?

Shared drive, email, a wiki, or a named individual. Watch for the phrase we should really tidy that up — it means the pain is acknowledged but unowned, and you need to find who owns it.

Who signs and witnesses notebook entries today, and what does that look like?

If signing exists at all, they have compliance pressure and budget. If it does not but they mention grants, ethics review or IP, the pressure is coming.

How do you version datasets, and how do you know which one produced a result?

File naming conventions, dated folders, or a data steward holding it together. This is the capability the alternatives most often lack, so a strong answer here means a competitive advantage for us.

ASK THIS

LISTEN FOR

Where does your analysis run, and could a colleague re-run it and get the same answer?

One laptop, one person, one environment. If they say yes confidently, ask when it was last tested — the honest answer is usually never.

How do you track reagents and book shared instruments?

Spreadsheets, wall charts, group chats. Also listen for whether inventory and the notebook are separate tools with separate bills, which is a consolidation argument.

What research tools are on your renewal list this year, and what do they cost together?

A notebook plus an inventory tool plus a scheduler is the classic pattern and the strongest consolidation case. Renewal dates give you timing.

What happens to the record when a postdoc or a technician leaves?

Handover documents, a drive nobody opens again, or a genuine gap. Departure stories are the most reliable trigger event in this market.

Are you academic, government, non-profit or commercial, and roughly how many people would need access?

This sets the rate card and the seat band immediately, and it tells you whether the free tier is a viable starting point or an insult.

Does procurement require a current security certification or in-region data hosting?

A hard requirement for a current SOC 2 report, ISO 27001 certificate or European or US residency is a disqualifier today. Better to surface it in the first call.

Is any of your work under formal regulatory validation, or heading that way?

Currently regulated means walk away for now. Heading that way means a strong fit, because starting in a well-structured record is far easier than retrofitting one.

Who would have to agree before this got bought — and who could stop it?

The principal investigator usually decides, the lab manager usually adopts, and research IT or procurement usually blocks. Get all three named before you hand the opportunity over.

18 How to Identify a Good Opportunity

Read the room against these before you spend a second call on it. Amber does not mean walk away — it means qualify harder before registering the opportunity.

STRONG SIGNAL — PURSUE

- They cannot answer how a result from last year was produced without asking someone
- A grant body, journal, ethics committee or partner has asked for reproducibility or audit evidence
- Protocols are scattered across PDFs, drives and people's memories, and someone has just left
- They pay separately for a notebook, an inventory tool and a scheduler, with renewals coming up
- Shared instruments are booked over email or a wall chart and get double-booked
- A new lab or facility is standing up and choosing its tooling from scratch
- The team is outside life sciences and finds the biotech-shaped incumbents a poor fit

Introduce us straight away.

WORTH A CONVERSATION

- They have a notebook they are content with — the case has to be built on data, pipelines and inventory instead
- Interest is real but there is no budget cycle in sight, so timing is the risk rather than fit
- One enthusiastic scientist with no access to the person who decides
- They want mobile-first bench capture, which is in progress rather than available
- Procurement will ask about certifications; winnable if the timeline suits, lost if a current report is mandatory
- They are outside India and have data-residency preferences that need an explicit conversation

Qualify further before an introduction.

POOR FIT — DO NOT CHASE

- Work is under formal FDA or GxP regulation and requires a validated system today
- The central requirement is molecular-biology design and a biologics registry
- A current SOC 2 Type II report or ISO 27001 certificate is a non-negotiable procurement gate
- The real need is purchasing and supplier punch-out rather than the scientific record
- Environmental health and safety workflows or a no-code automation builder are the deciding requirement
- A single researcher with no collaborators and no compliance pressure — the free tier is the whole answer

Politely park it; suggest another product if one fits.

THE ONE-QUESTION TEST

Ask: if someone questioned a result you published a year ago, could you show them the exact data and the exact method that produced it — today, without asking anyone? If the answer is anything other than a confident yes, this is a real opportunity.

19 How to Introduce Us

Your job is the introduction, not the sale. Lead with the pain you actually heard them describe, name the product once, and offer a short conversation with us. Do not attempt the technical depth — that is what the call is for.

IN CONVERSATION

"Say something like: "You mentioned you can't easily re-run older work. There's a research platform called LabsOfScience that puts the notebook, protocols, datasets, analysis and even the reagents and instruments on one record, so a result always points back to the data and method behind it. It's early — pre-launch, and they'll tell you that themselves — but the product works and there's a free tier. Worth twenty minutes? I can introduce you to Vignesh, who runs it.""

EMAIL — SUBJECT: REPRODUCIBLE RESEARCH RECORDS — WORTH A SHORT LOOK?

Hi [Name],

When we spoke you mentioned [the specific problem — re-running older work, protocols living in one person's head, dataset versions, instrument booking]. It stuck with me.

A platform called LabsOfScience is built for exactly that. It puts research projects, experiments, numbered runs, a signable lab notebook, versioned protocols, versioned datasets, analysis pipelines, and lab inventory and instruments on one record — so any result traces back to the exact data and method behind it.

It is early and they are upfront about that: no reference customers yet, and there is a free tier you can try today at app.labsofscience.com.

If it is worth twenty minutes, I will introduce you to Vignesh T.V., who runs it — vignesh@burdenoff.com, or book directly at <https://calendly.com/vignesh-burdenoff/1-1>.

Best,
[Your name]

SHORT MESSAGE / LINKEDIN

Short version for a message: "Saw your post about [reproducibility / lab tooling]. There's a research platform, LabsOfScience, that keeps the notebook, protocols, datasets, analysis pipelines and lab inventory on one record so results stay traceable. Early-stage and honest about it, free tier to try — [labsofscience.com](https://app.labsofscience.com). Happy to introduce you to the founder if it's useful."

WARM THREE-WAY INTRODUCTION

When you introduce us by email, put the lab's name, its rough size, its discipline, and the one sentence they said about their pain into the first paragraph, then hand over to Vignesh T.V. (vignesh@burdenoff.com, +91-7358445777). Copy us so the opportunity is registered from the first message. Say plainly that the product is early — a prospect who hears it from you first trusts everything that follows.

Please do not: Do not claim customers, usage numbers, logos or testimonials. There are none, and being caught inventing one ends the conversation and the relationship.; Do not promise regulatory compliance. Signatures and audit trails exist; formal 21 CFR Part 11 validation, SOC 2 and ISO 27001 do not.; Do not present the AI capabilities as one thing. Say which parts are live, which are deployed but not yet doing anything, and which are still being built.; Do not quote a price as final. The rate card is published and indicative; the quote we issue is the commitment.; Do not attempt the technical evaluation yourself. Hand it over early — a half-answered architecture question costs more than a slower introduction.

20 Lead Handoff Process

Register the opportunity before you introduce it. Registration is what protects your commission, and it takes one email.

1 Register the opportunity first

Email Vignesh T.V. at vignesh@burdenoff.com with the organisation name, the contact, and one line on the pain you heard. Registration must happen before procurement or any active sales engagement for commission to apply — there is no retroactive registration.

2 Wait for confirmation

We confirm whether the opportunity is already in our pipeline and, if it is clear, approve the registration. Approved registrations are protected for 90 days, with one 90-day extension available where there is active progress.

3 Make the introduction

Introduce by email or in person using the templates above, copying us. Say the product is early in your own words rather than leaving us to raise it.

4 Join the first call if you can

Your presence keeps the relationship yours and helps us pitch to the right persona. Book it on the 1-1 link at <https://calendly.com/vignesh-burdenoff/1-1> or let us schedule it.

5 Hand over the technical and commercial conversation

We run the demo, the security questionnaire and the quote. All pricing, discounting and contract terms are ours to approve — never quote a final price or promise a capability, discount or timeline on our behalf.

6 Stay in the loop through to close

We keep you updated on progress. If you have an agreed implementation or renewal role, tell us up front — it changes which commission tier applies.

SEND US THIS — IT IS ALL WE NEED

- Organisation name, type (academic, government, non-profit or commercial) and country of billing
- Contact name, role and email — plus who else has to agree, and who could block it
- Roughly how many people would need access, since seats set the plan band
- The discipline and the shape of the work: wet lab, dry lab, computational, materials, mixed
- What they use today — notebook, inventory, scheduler, analysis tooling — and when those renew
- The trigger: a grant requirement, an audit, a departure, a new facility, a failed reproduction
- Any hard constraints: required certifications, data residency, regulatory validation, procurement process
- Your role going forward — introduction only, evaluation support, or implementation delivery

WHAT HAPPENS NEXT, AND WHEN

We acknowledge a registration within one working day and confirm or decline it within two. Once a registration is approved we aim to make contact with the prospect within two working days of your introduction, and we tell you either way.

Deal registration: Commission eligibility starts at registration, not at introduction. An approved registration is protected for 90 days, extendable once by 90 days where there is active progress. If we already had an active opportunity with that organisation, there is no commission unless you bring a new buying centre or materially expand the scope — and we will tell you that immediately rather than at payout time.

21 Partner / Referral Commercials

Partners are paid on collected net revenue, not on list price or contract value. Rates rise with the depth of your involvement: an introduction pays less than an introduction plus evaluation support, which pays less than delivering the implementation. Regional pricing does not reduce your eligibility — if a customer is billed at a lower regional price, your percentage is the same and the base is simply smaller.

PROGRAMME	YOUR ROLE	FIRST-YEAR	RENEWAL / ADD-ONS
Referral Partner	Registered introduction, no sales ownership	10% of first-year collected net subscription	0% unless separately approved · 3% of first-year collected net add-ons, capped at \$10,000
Consulting Partner	Introduction plus evaluation support	12% of first-year collected net subscription	0–3% if active in the success plan · 3% of first-year collected net add-ons, capped at \$15,000
Implementation Partner	Introduction plus implementation delivery	15% of first-year collected net subscription	3–5% if active in the renewal success plan · 5% of first-year collected net add-ons, capped at \$25,000
Authorised Reseller	Approved resale with first-line commercial ownership	Up to 15% reseller margin on the approved quote	Up to 8% if the account stays active and supported · Up to 5% on dedicated tenancy or managed services, where approved
Managed Service or Strategic Partner	Bundled or managed offering under the LabsOfScience name	Custom	Custom · Custom

THE RULES THAT MATTER

- Register before procurement or active sales engagement — there is no retroactive registration, and an approved registration is protected for 90 days with one possible 90-day extension.
- Commission is calculated on collected net revenue, excluding taxes, refunds, chargebacks, credits, payment fees, customer-owned infrastructure and the customer's own AI provider costs.
- Larger first-year deals carry an additional incentive: 1% above \$100,000, 2% above \$250,000 and 3% above \$500,000, each separately capped, and only where the opportunity was registered and you materially helped.
- Partner and affiliate rewards do not stack. One customer belongs to one commercial programme unless we approve an exception in writing.
- Dedicated tenancy, self-hosting, air-gapped deployment, premium support and managed services carry heavy delivery effort, so partner economics on them are lower and must be approved in the quote.
- Resellers must be approved in writing before quoting, and every quote needs our approval before it reaches the customer.
- Never promise a feature, a compliance status, a discount or a timeline without our written approval — this matters more than usual for a pre-launch product.
- No payments, gifts or referral benefits to government researchers or officials on public-sector deals, and compliance review applies before any such registration is approved.

GETTING PAID

Commission is paid on collected net revenue, 15 days after revenue is successfully realised, once settlement, refund, cancellation, tax and payout-document checks clear. On multi-year contracts commission follows the cash as it is collected rather than the total contract value, unless the partner agreement says otherwise. Refunds, chargebacks and customer credits reduce or reverse commission. Partners handle their own invoicing and tax obligations; we withhold and report where the law requires it.

These are the standard programme terms and are provided for guidance only. The terms that actually apply are those in your signed partner agreement and in the quote we issue to the customer. Rates, caps and eligibility can be adjusted per deal with written approval, and all final pricing, discounting and contract terms are ours to approve.

22 Contact Information

YOUR CONTACT

Vignesh T.V.

vignesh@burdenoff.com

+91-7358445777

BOOK A 1-1 CALL

<https://calendly.com/vignesh-burdenoff/1-1>

Use this for anything — qualification, pricing, a joint call with your prospect, or a live demo.

EVERY BURDENOFF PRODUCT

<https://burdenoff.com/products>

If LabsOfScience is not the right fit, the answer may well be on that page.

WHICH CHANNEL FOR WHAT

- **A live opportunity** — email with the handoff details in section 20, and copy the phone number in if it is time-sensitive.
- **A question you cannot answer** — book the 1-1 call; it is usually faster than email.
- **A prospect who wants to meet us** — send them the calendly link directly, or ask for a joint call.

23 Useful Links & Sales Assets

ASSET	WHERE	WHAT IT IS FOR
LabsOfScience website	https://labsofscience.com	Positioning, capabilities, security posture and the honest capability status. Safe to share with anyone.
Research app	https://app.labsofscience.com	Sign up on the free plan and use the full research lifecycle with three seats. The best demo is the product itself.
Documentation	https://docs.labsofscience.com	Product guides and API reference for technical evaluators.
Use-case walkthroughs	https://labsofscience.com/use-cases	Scenario-by-scenario stories you can send instead of a deck. Written as illustrative scenarios, not customer stories.
Comparison pages	https://labsofscience.com/vs	Head-to-head against the tracked alternatives, each with an honest concession. Read before a competitive call.
Security and data protection	https://labsofscience.com/security	Encryption, access control, audit trail and hosting. Send this before a security questionnaire arrives.
AI capabilities	https://labsofscience.com/ai	The AI surface split by honest status — live, in progress and planned. Use it rather than improvising an answer.
Ecosystem and clients	https://labsofscience.com/ecosystem	Which surfaces exist today and which are coming — web app, API, agent tools, mobile, desktop, libraries.
Book a call with Vignesh T.V.	https://calendly.com/vignesh-burdenoff/1-1	The 1-1 link for introductions, demos and partner questions. Also reachable at vignesh@burdenoff.com or +91-7358445777.
All Burdenoff products	https://burdenoff.com/products	The wider product family LabsOfScience sits in — useful when a prospect has needs beyond research.

WHAT YOU CAN SHARE, AND WITH WHOM

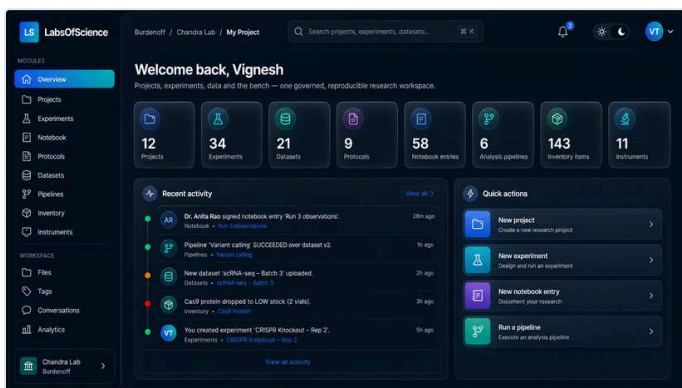
- Share freely in public: anything published on labsofscience.com, docs.labsofscience.com and the app sign-up link — the positioning, use cases, comparison pages, security page and published rate card.
- Share with a named prospect only: this playbook, the cheat sheet, product screenshots you were sent, and any indicative pricing discussion. Do not post them publicly or attach them to a mailing list.
- Needs our written sign-off before use: any quote or discount, any compliance or certification claim, any customer name, any statement about the roadmap or a delivery date, and any material carrying the LabsOfScience name that you have authored.
- Never publish or imply customers, usage figures, testimonials or logos. There are none, and an invented one is unrecoverable for both of us.
- Always state the stage. If a document you share does not say the product is early, say it yourself in the covering message.
- Keep pricing, prospect details, security responses and roadmap information confidential — they travel further than you expect once they are in an email thread.

24 Product Mockups — Complete Visual Appendix

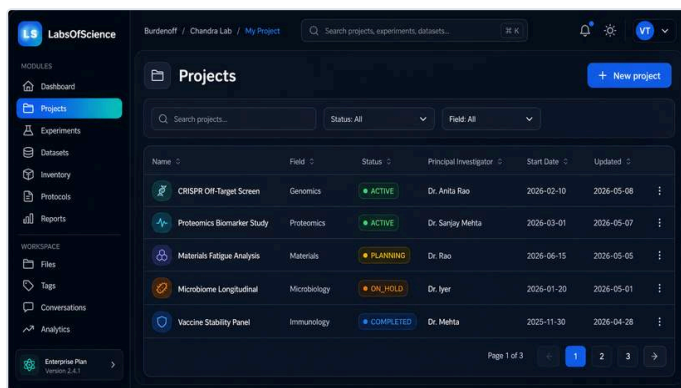
40 SCREENS

Every screen in the LabsOfScience design set — 40 in total, none omitted. Use these to show a prospect what the product looks like before a live demo.

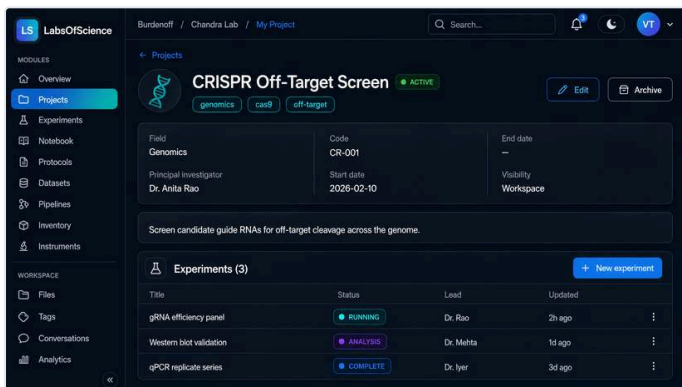
PRODUCT SCREENS • 37 SCREENS



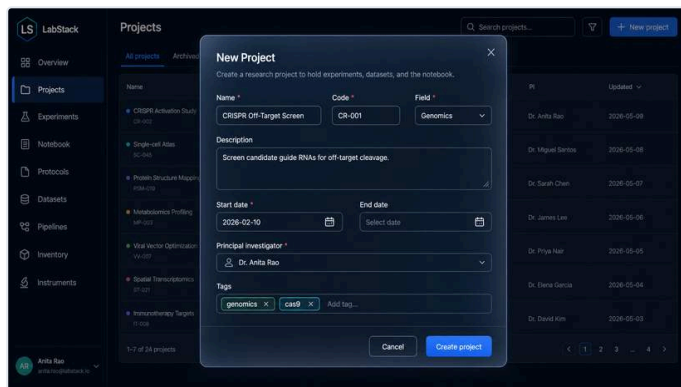
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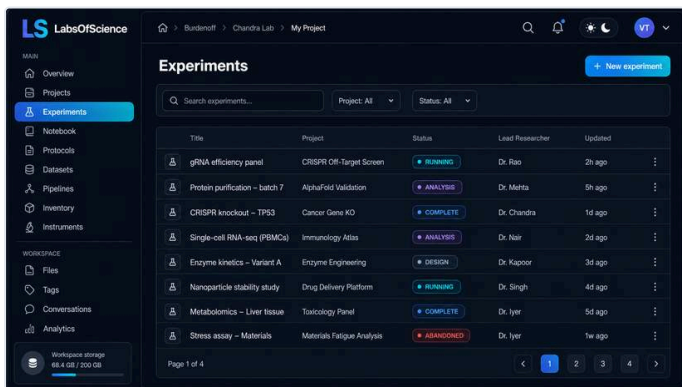
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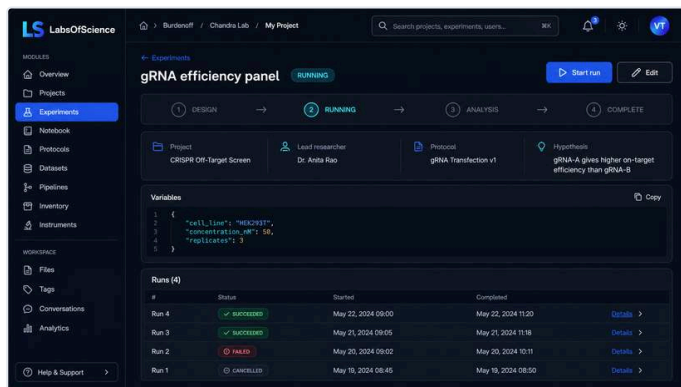
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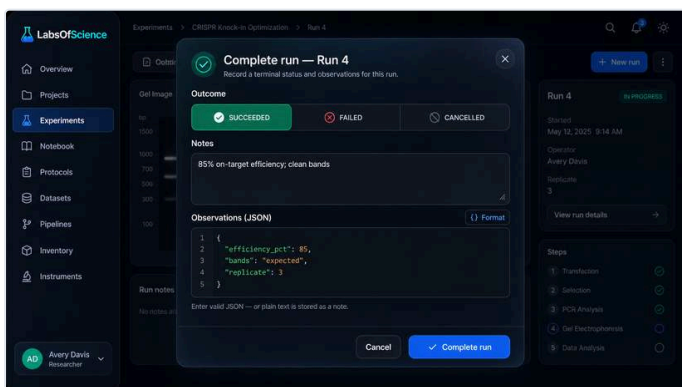
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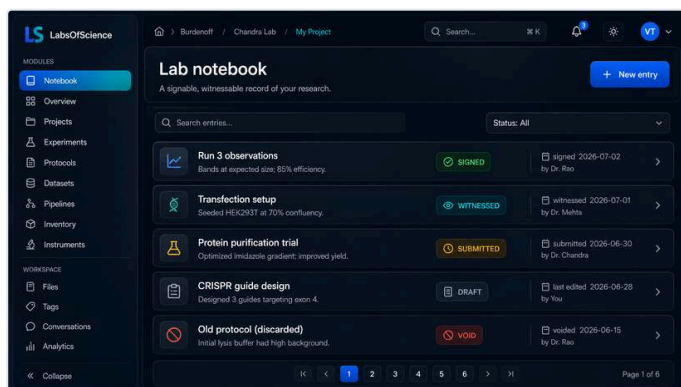
005 Labsci 05 Experiments List



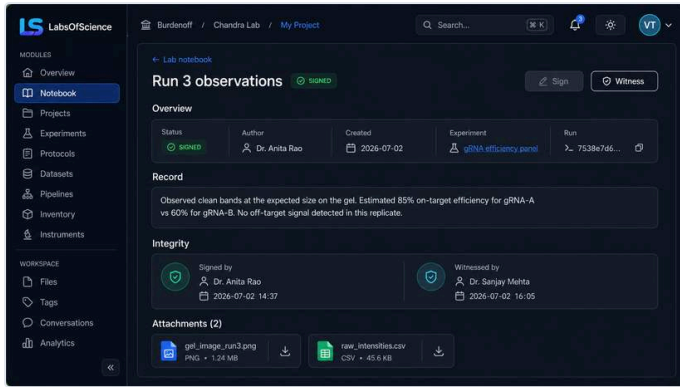
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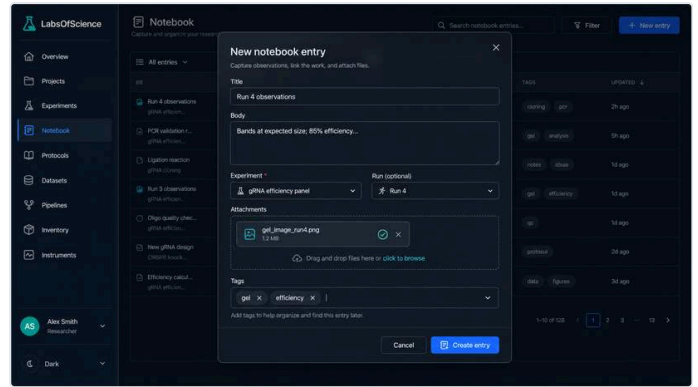
007 Labsci 07 Run Complete Dialog



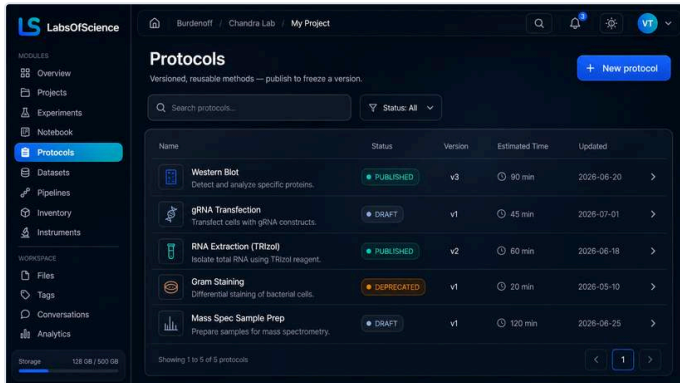
008 Labsci 08 Notebook List



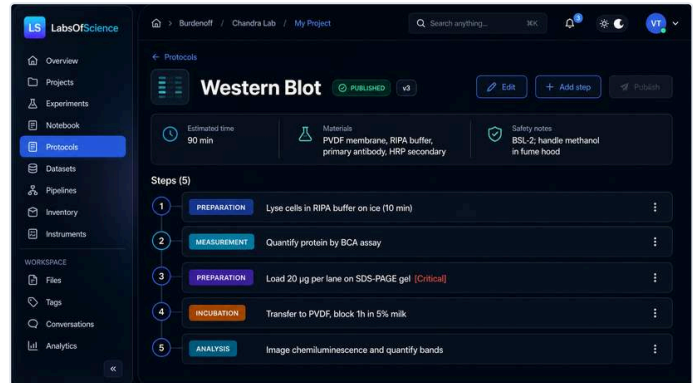
009 LabSci 09 Notebook Detail



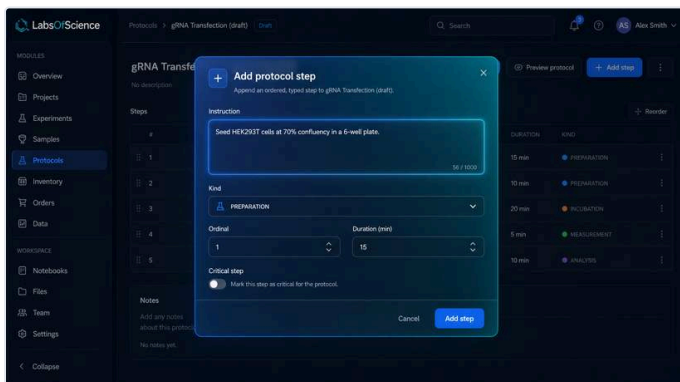
010 LabSci 10 Notebook Create



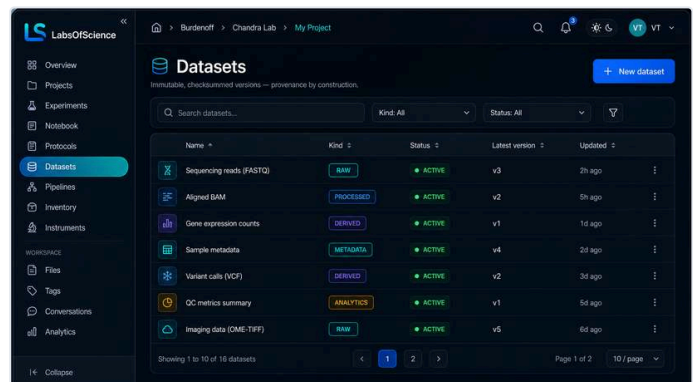
011 LabSci 11 Protocols List



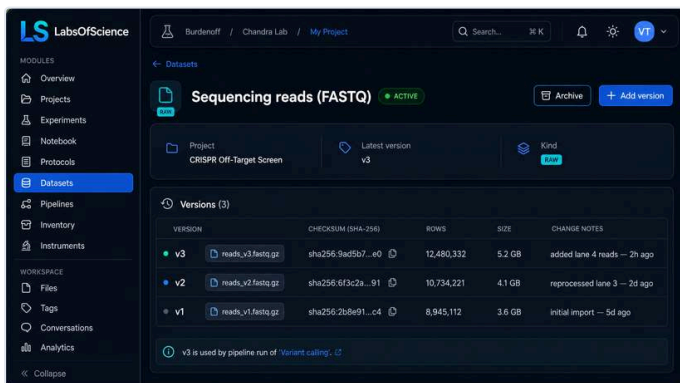
012 LabSci 12 Protocol Detail



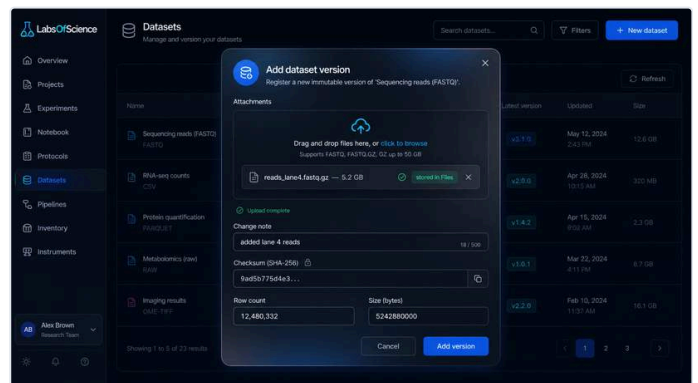
013 LabSci 13 Protocol Add Step



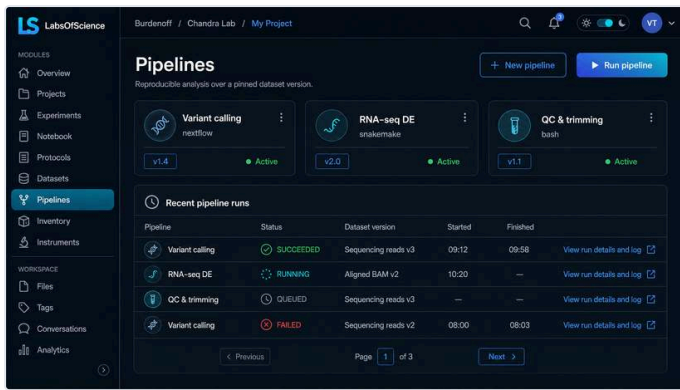
014 LabSci 14 Datasets List



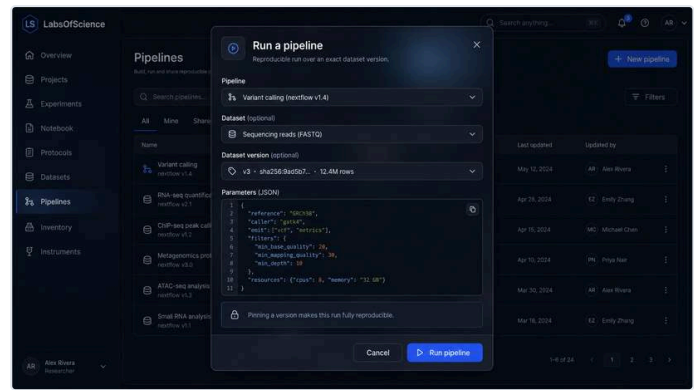
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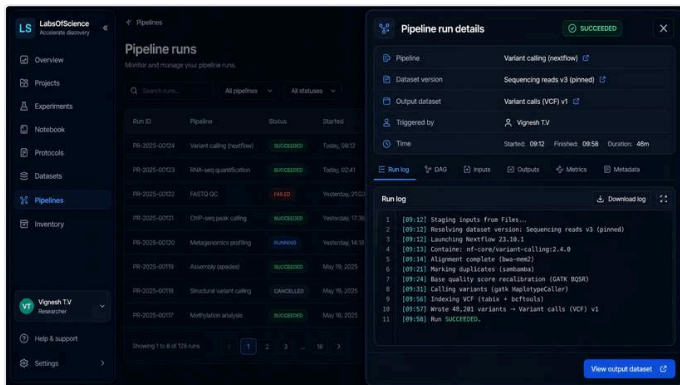
016 LabSci 16 Dataset Add Version



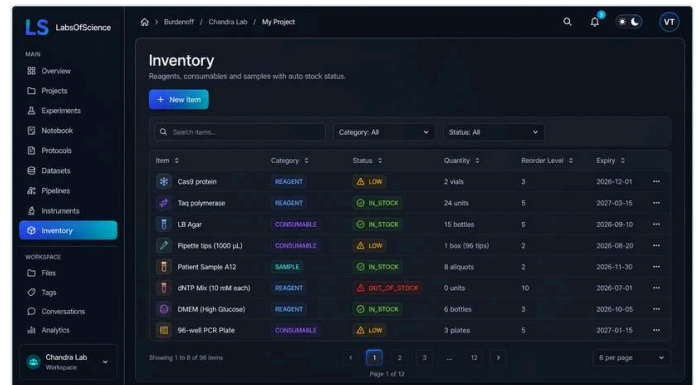
017 Labsci 17 Pipelines List



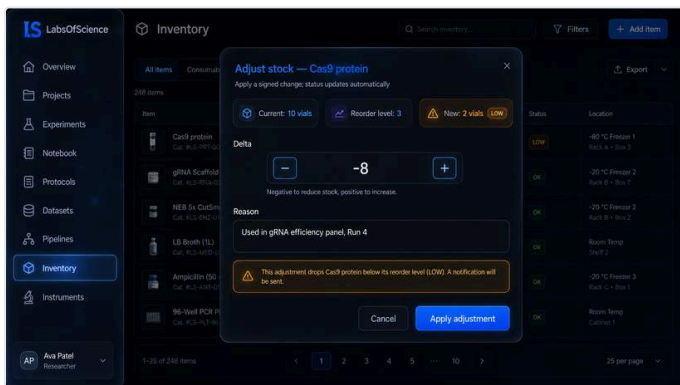
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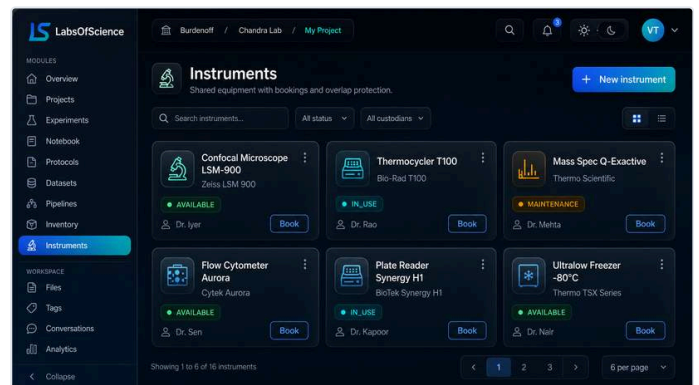
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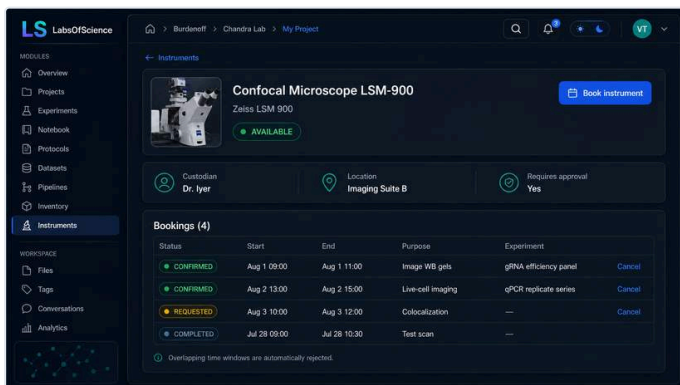
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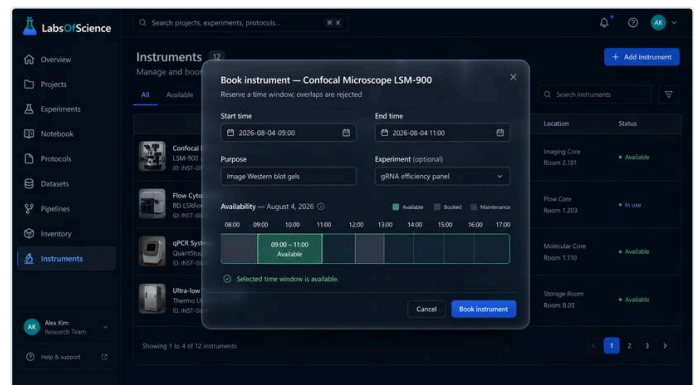
021 Labsci 21 Inventory Adjust



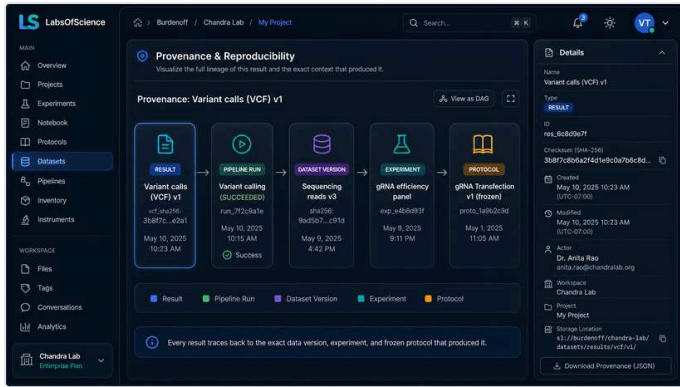
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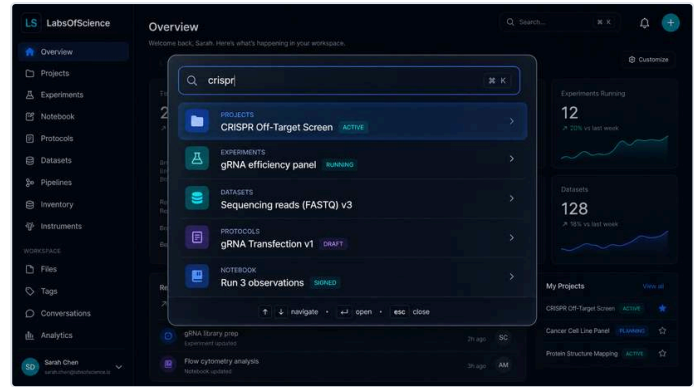
023 Labsci 23 Instrument Detail



024 Labsci 24 Book Instrument



025 Labsci 25 Provenance Chain



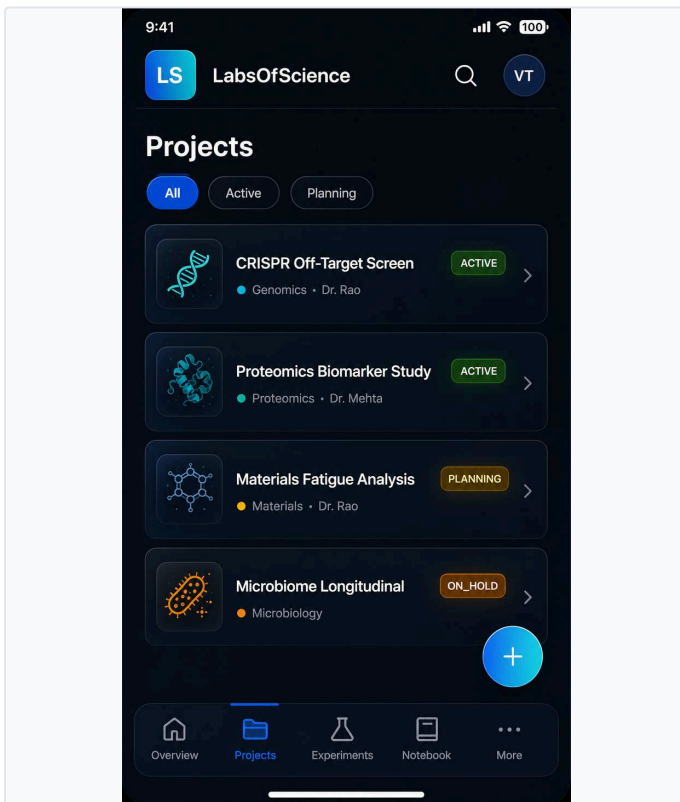
026 Labsci 26 Global Search



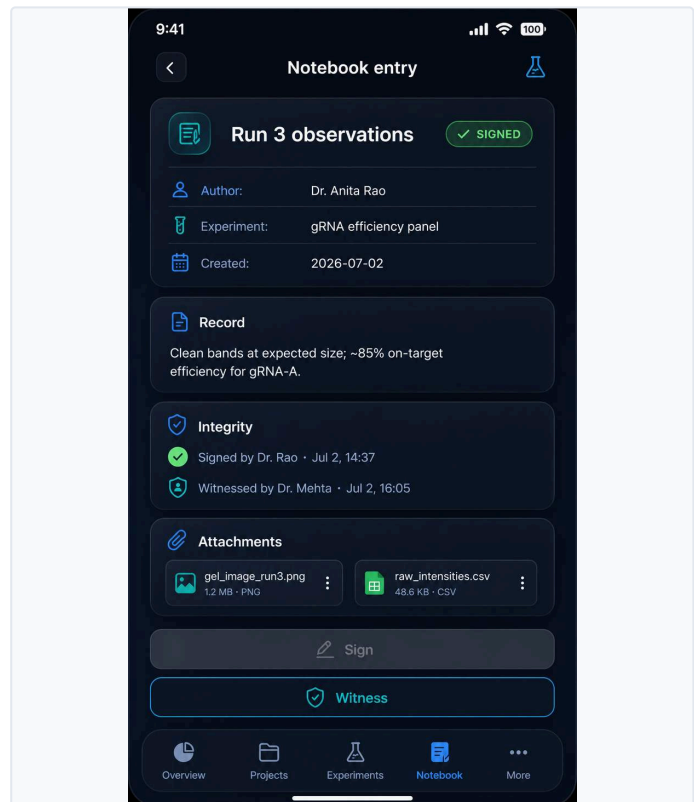
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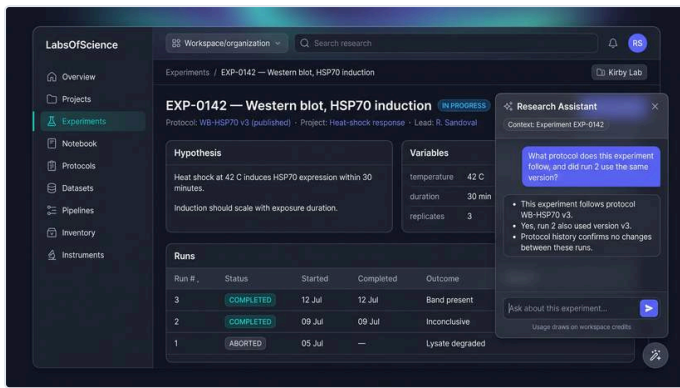
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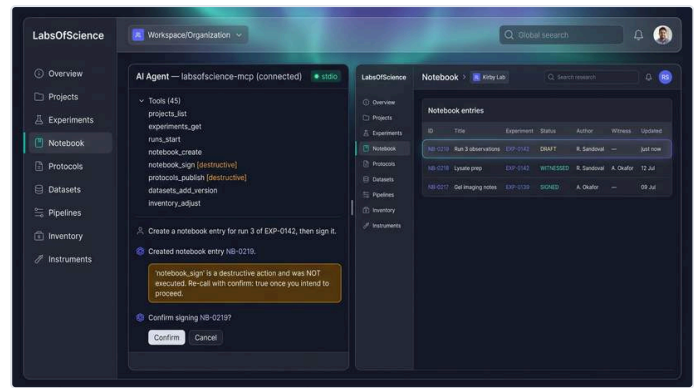
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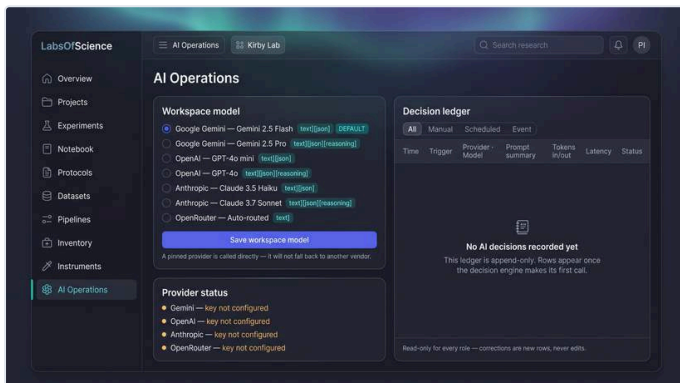
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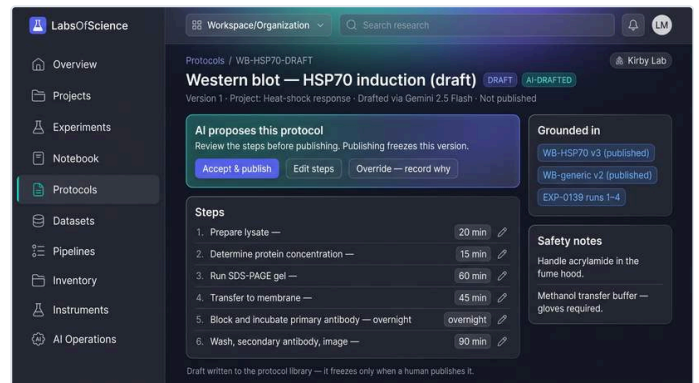
031 Labsci 31 Assistant In Context



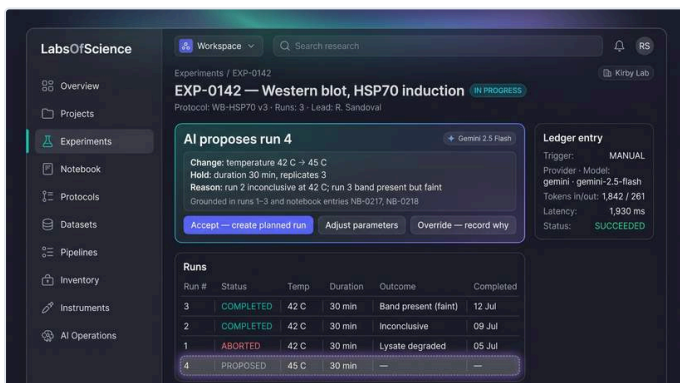
032 Labsci 32 MCP Agent Confirmation



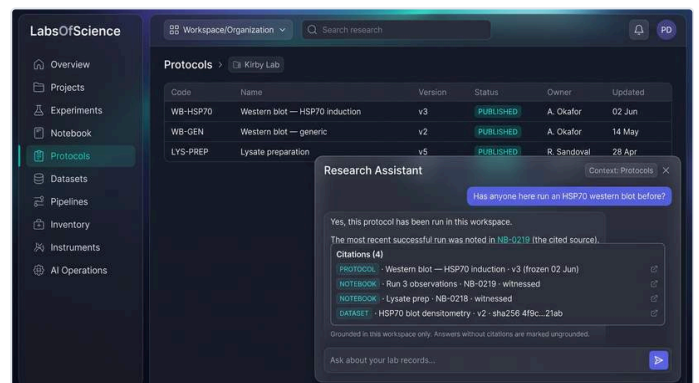
033 Labsci 33 AI Model And Decision Ledger



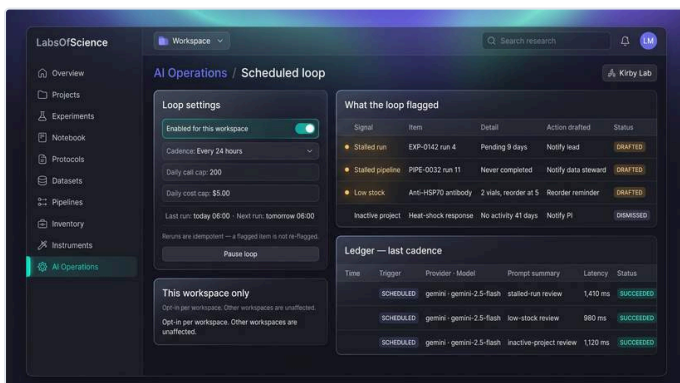
034 Labsci 34 AI Drafted Protocol Review



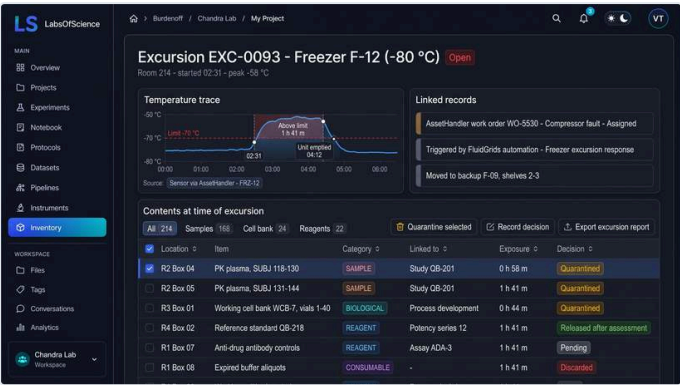
035 Labsci 35 AI Next Run Decision Card



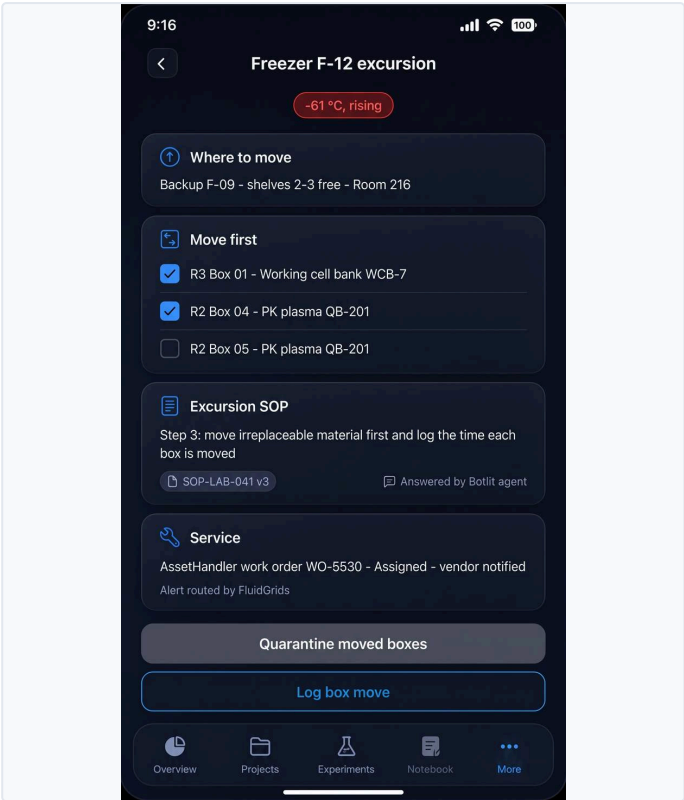
036 Labsci 36 Cited Knowledge Search



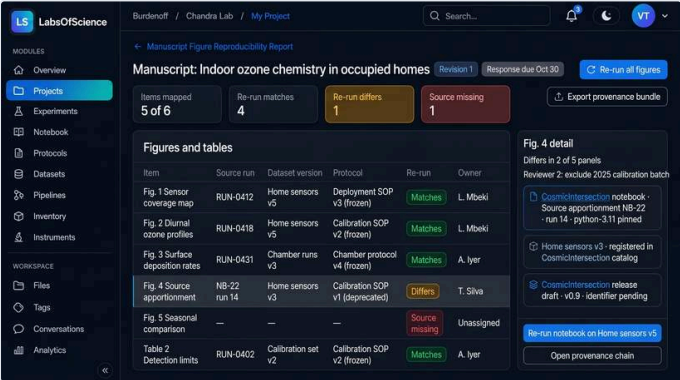
037 Labsci 37 Autonomous Operations Loop



038 Cold Storage Excursion Sample Impact 1 Excursion Impact



039 Cold Storage Excursion Sample Impact 2 On Call Excursion



040 Manuscript Figure Reproducibility Report 1 Figure Reproducibility R



Found someone who needs LabsOfScience?

You do not need to be a scientist to spot this one. If a team tells you they cannot re-run their own work, or that their protocols live in a departing colleague's head, that is the opening. Make the introduction and we will take it from there.

EMAIL OR CALL

Vignesh T.V.
vignesh@burdenoff.com
+91-7358445777

BOOK A 1-1 WITH VIGNESH

<https://calendly.com/vignesh-burdenoff/1-1>

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