



# Instrument Business Outlook

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# ASMS 2022: Mass Spec's Many Market Opportunities

ASMS 2022, the annual MS conference sponsored by the American Society for Mass Spectrometry (ASMS), returned to its regularly schedule after COVID delayed the conference last year until the fall (see *IBO* 11/15/21). The conference was held June 5–9 in Minneapolis, Minnesota. Adjacent to the show, six vendors held press conferences and those firms and others returned to hosting hospitality suites with instrument models on display. The exhibit floor was busy during poster sessions, and exhibitors expressed enthusiasm about the market. Next year's conference will be held June 4-8 in Houston, Texas.

## Company Interviews

*IBO* spoke with executives of the largest MS vendors in connection with ASMS 2022. They shared their thoughts on a range of topics, including software and informatics, the growth of the MS demand and recent acquisitions.

### Agilent Technologies

Speaking with *IBO*, Agilent Technologies highlighted its new software solutions, new products introduced at ASMS 2022 and the MSmarket in general. One of the company's most recent investments in informatics was the acquisition of Virtual Control (see *IBO* 3/1/22). Virtual Control supplies AI- and machine learning (ML)-based software for GC/MS for automating peak integration. As Sudharshana Seshadri, Vice President and General Manager of Agilent's Mass Spectrometry Division, told *IBO*, "What we've learned over time is that the data analysis piece of [the test per sample] is the most expensive. The reason why it's expensive is because you need an expert chemist to sit down in front of the workstation, and review piece by piece." The Virtual Control solution as well as a number of Agilent software and informatics tools address this challenge.

Specifically addressing time savings via informatics and software, at the show, Agilent launched its Intelligent Reflex (iReflex) offering (see "ASMS 2022: New Products"), which addresses issues in sample runs without requiring user intervention. As Jennifer Gushue, Associate Vice President, Mass Spec Marketing, Mass Spectrometry Division, observed, "It's the instrument that actually does real-time checking. It really saves a lot of time. You don't have to go back and do reruns."

At the show, the company also launched many of its "built-in intelligence" features on its newest LC/MS and GC/MS systems (see "ASMS 2022: New Products"). "I think the standardization of that across our platforms is really important because, now, how that intelligence looks to customers is going to be consistent whether they're going to purchase an LC triple quad or GC triple quad, and over time, that user experience is going to be much more seamless and they'll know what to expect," noted Ms. Seshadri.

Agilent also introduced the HydroInert Ion Source (see ASMS 2022: New Products”), enabling easier switching from helium, which experiences supply shortages, to hydrogen as the carrier gas for GC/MS. Although hydrogen is currently used, switching over is not convenient. “I think that's what's been preventing people from switching over is making it easier. So what this does is you can use the same methods that you used in helium, just ported over to hydrogen with this source,” explained Ms. Seshadri.

Asked about unexpected developments in the MS market, Ms. Seshadri told *IBO*, “The application and the diversity of applications.” She added, “The fact that more aspects [of MS] are being used much more downstream....[As an example,] HPLC has always been a staple in QA/QC and more and more LC/MS single quads—that need for additional mass detection in areas like biopharma and downstream applications.” Ms. Gushue commented that she is surprised how MS experts have embraced the company's “intelligent” tools, which automate regularly operating features, such as calibration and turning.

# New Products at ASMS 2022

## Agilent Technologies

Agilent Technologies introduced a number of new products at the show, building upon the “intelligence” found in product lines within chromatography and MS portfolio designed to make MS use faster and more productive and thus more accessible. The new Agilent 6475 triple quad LC/MS offers routine quantitation, with a mass range of 5–3000 m/z. It covers applications from pharma to applied markets, and features Agilent features found on other systems, such as SWARM autotune and VacShield.

Launched with the Agilent 6475 was the company’s Intelligent Reflex (iReflex) logic-driven error prevention tools for high-throughput workflows (see “ASMS 2022: MS’ Many Market Opportunities”). It can provide screening and confirmation of hundreds of samples, providing unattended reruns to correct analysis issues. Workflows are available for addressing blanks with carryover, samples exceeding calibration range, and fast LC methods for target detection. The solution was developed in cooperation with a US federal agency. iReflex is enabled through MassHunter 12 and thus also the Ultivo LC/TQ, 6470 LC/TQ and 6495 LC/TQ systems.

Agilent also launched two new GC/MS triple quads, the 7000E for routine analysis and the 7010C for attogram-level detection. Both systems add to the company’s GC systems productivity tools found on its LC lines, such as adaptive SWARM Autotune and triggered MRM (tMRM) acquisition mode for faster analysis time. Applications include pharma impurity analysis and pesticide testing.

The 7000E GC/MS systems is available with the new HydroInert Ion Source. Addressing the helium shortage, the HydroInert provides easy switching from hydrogen to helium and vice versa with less compromise in performance. The HydroInert takes advantages of the benefits of using helium, such as better sensitivity. In addition to the 7000E, the HydroInert is also compatible with Agilent’s 7000C/D and 5977A/B/C systems.

Agilent also announced MassHunter BioConfirm 12.0, the latest version of its MS software for biopharma. Applications included identifying released glycans and peptide sequence coverage. The new version features tools for oligo characterization such as automated oligo sequence confirmation. This feature can be customized with specific oligo nomenclature.