# ASMS 2026 | Workshop Summary

## Million-Dollar Instruments, Lean Times: How to Build a Sustainable Mass Spectrometry Service Portfolio

Analytical Lab Manager Interest Group • San Diego, California • 2026

Organizers: Dr. Maryam Goudarzi (Michigan State University) and Dr. Caroline Chidley (UMass Chan Medical School)
Attendance: Approximately 80 participants

## Workshop Overview

At the 2026 American Society for Mass Spectrometry (ASMS) Annual Conference, we convened an interactive, cross-sector workshop addressing financial and operational pressures on mass spectrometry service laboratories. The session brought together academic core leaders, industry representatives, CROs, and instrument manufacturers to examine sustainable service portfolios, cost recovery, workforce capacity, capital investment, and long-term competitiveness. Moderated panel discussion and live audience polling enabled participants to compare challenges and strategies across operating environments.

## Panelists

- Dr. Marissa Jones — KBI Biopharma
- Dr. Jean-Luc Chaubard — OmicsIQ
- James Dougherty — SCIEX
- Dr. Will Thompson — Move Analytical
- Dr. Tom Cohen — Panome Bio
- Richard Robinson — Metabolon
- Jaap Jan Bolt — Thermo Fisher Scientific

## Audience Polling

Live polling recorded an 87% engagement score and an average of 45 votes per poll. Results below describe respondents to each question, rather than all workshop attendees.

| Poll (respondents) | Results |
|---|---|
| **Career stage and sector (n=41)** | 56% academia/government; 44% industry. 63% identified as leaders/PIs. |
| **Most pressing concern (n=47)** | Staffing, retention or hiring freezes: 40%; job security: 34%; service contract affordability: 26%. |
| **Strategy under funding pressure (n=48)** | Increase service prices: 40%; layoffs/service contract cancellation: 38%; no change needed: 23%. |

## Key Insights

The polling highlighted immediate financial strain: 37 of 48 respondents (approximately 77%) selected either service price increases or layoffs/service contract cancellation as their response to funding challenges. These results reflect reported strategies, not independently verified organizational actions.

Panel discussion suggested that organizations are increasingly looking beyond conventional cost-cutting to preserve scientific capability while managing costs. A recurring theme was shared stewardship of infrastructure, including partnerships among institutions, service providers, and instrument manufacturers to better coordinate expertise, training, maintenance, and instrument lifecycle support. Participants also discussed diversified revenue streams, portfolio design, institutional subsidies, and approaches to extracting greater value from existing platforms.

## Overall Impact

The workshop created a forum for stakeholders who face interconnected infrastructure challenges but seldom compare operating models together. Approximately 80 attendees and strong polling engagement underscored the relevance of these issues across sectors. The central takeaway was that sustainable mass spectrometry services will require not only capital investment but also innovative operating models, effective workforce support, and strategic partnerships that preserve access to advanced analytical capabilities.