



THE LIMS BOX

Deployable Lab Infrastructure for Sites Legacy LIMS Cannot Serve

TombStone Dash LLC • lims.bot • info@lims.bot



THE PROBLEM

47M Americans in healthcare deserts

Enterprise LIMS: \$50K-\$250K, requires IT staff, cloud-dependent

6-18 months typical implementation

4,000+ critical-access hospitals left behind by legacy vendors

THE SOLUTION

Two Mac Studios in a ruggedized Pelican case. Offline-capable.

SENAITE open-source LIMS + AI natural language workflow layer

"Log a CBC for Maria Santos" initiates sample registration, labeling, and routing

Designed for rapid onsite deployment

WHY NOW

Local AI inference runs on consumer hardware - no cloud round-trips

SENAITE: 10+ years production deployment globally

NVIDIA GTC 2026 highlighted this edge-AI architecture direction

Deployment gap remains unsolved

\$5K-\$12K

per unit

65-75%

target margin

\$1.2K-\$3.6K/yr

recurring

\$5.19B

TAM by 2030

● Sample Tracking

Full chain-of-custody, registration through reporting

● Quality Control

Real-time Westgard rules, Levey-Jennings trending

● Regulatory Support

Audit trails, electronic records, configurable workflows

● AI Workflow Support

Natural language commands trigger structured lab workflows

● Instrument Integration

Automated data capture via HL7/ASTM protocols

● Reporting

AI-assisted clinician-ready reports from raw data

Seeking strategic partners and early adopters

Expand access to critical lab workflows -- where they're needed most.

Currently in development. Seeking pilot partners for first clinical deployments.

Contact: info@lims.bot | lims.bot | (760) 960-4273

Hudson Taylor | Founder & CEO | TombStone Dash LLC | MS Biochemistry, UCSD/Salk | 15 years in labs



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