
A Manufacturer View of Laboratory Consolidation

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*Laboratory automation solutions
should
deliver the quality and reliability you
expect,
with the personalization required by
low-, mid- and high-volume
laboratories.*

Agenda

Market Trends & Global View

Importance of Testing Efficiency

Workflow solutions

Future Aspects

Current IVD Environment

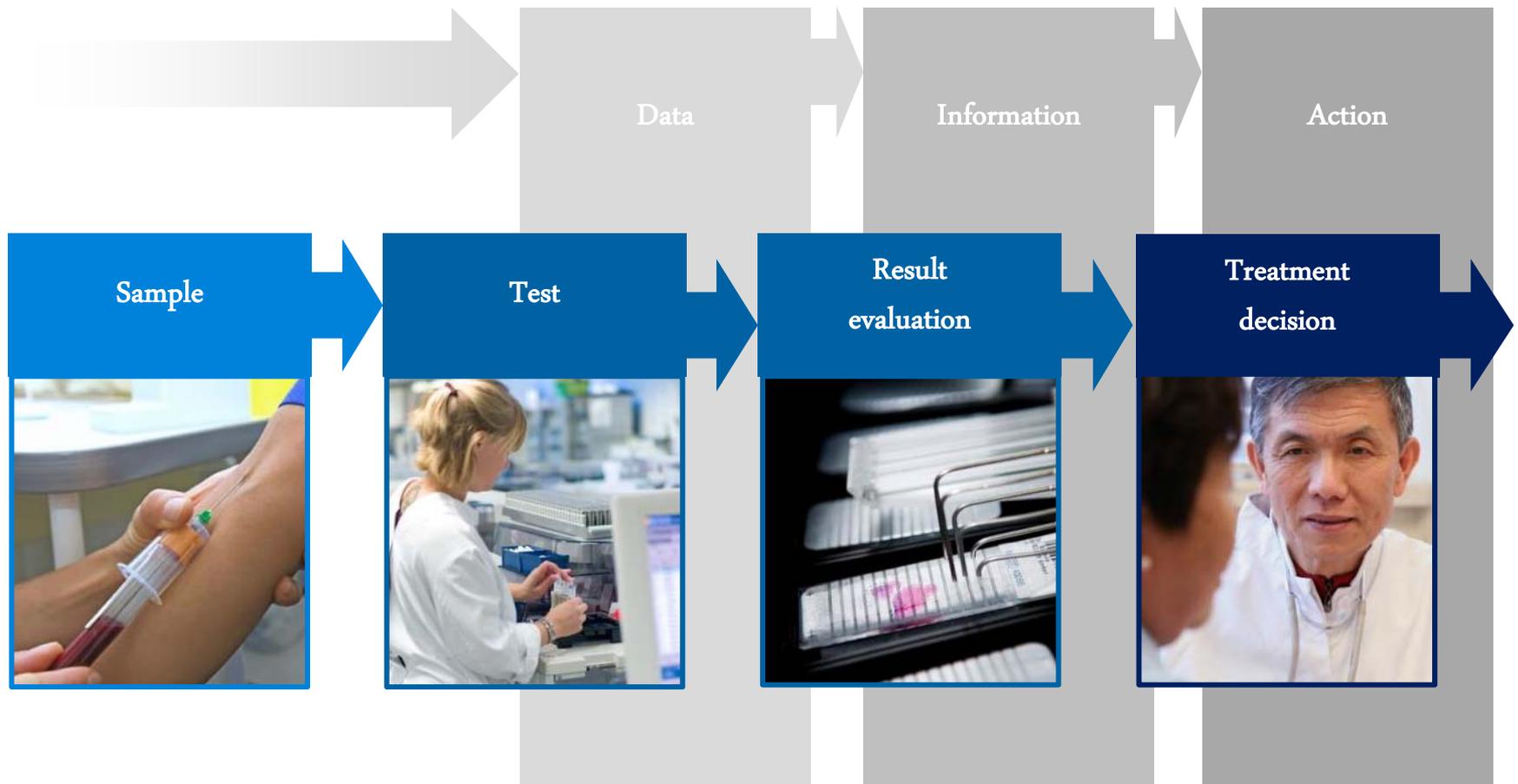
Several Megatrends influence the current lab environment in Europe



- Growing diagnostics market due to new insights into human biology
- Stronger role of preventive medicine
- Continued outsourcing of hospital lab testing
- Increased investment activity of private equity
- New entrants from Europe and other regions
- Changing regulatory requirements
- Lab operating budget cuts
- Consolidation of labs and lab testing
- Shortage in Diagnosticians & technicians

Diagnostics are about gathering Medical Data

To be transformed into actionable information

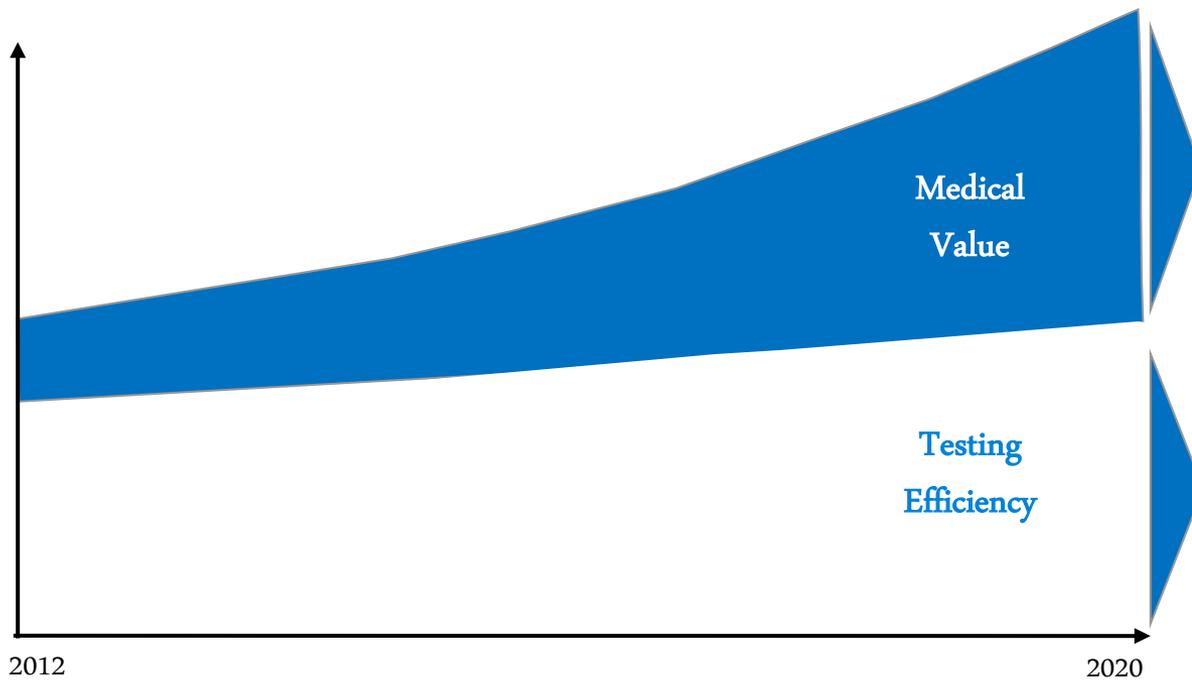


IVD Manufacturer

Business strategy

Differentiation in the marketplace through:

- continuously increasing **testing efficiency**
- developing novel tests with **high medical value**



- Revaluing diagnostics
- Unmet needs
- Access & create IP
- Clinical evidence

- Total lab solutions
- Modular offering
- Complete menus
- Lab IT and workflow

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Market Trends & Global View

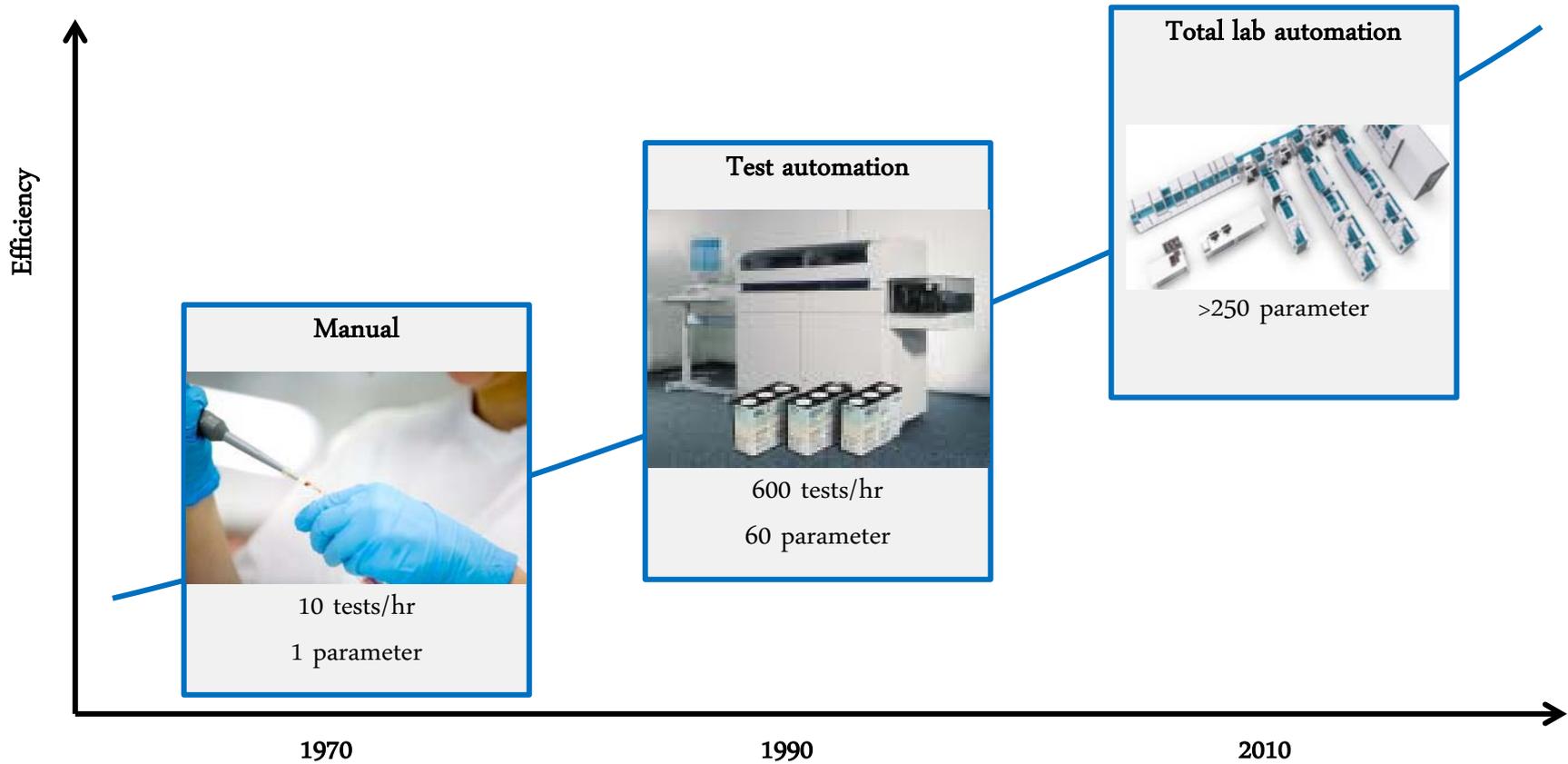
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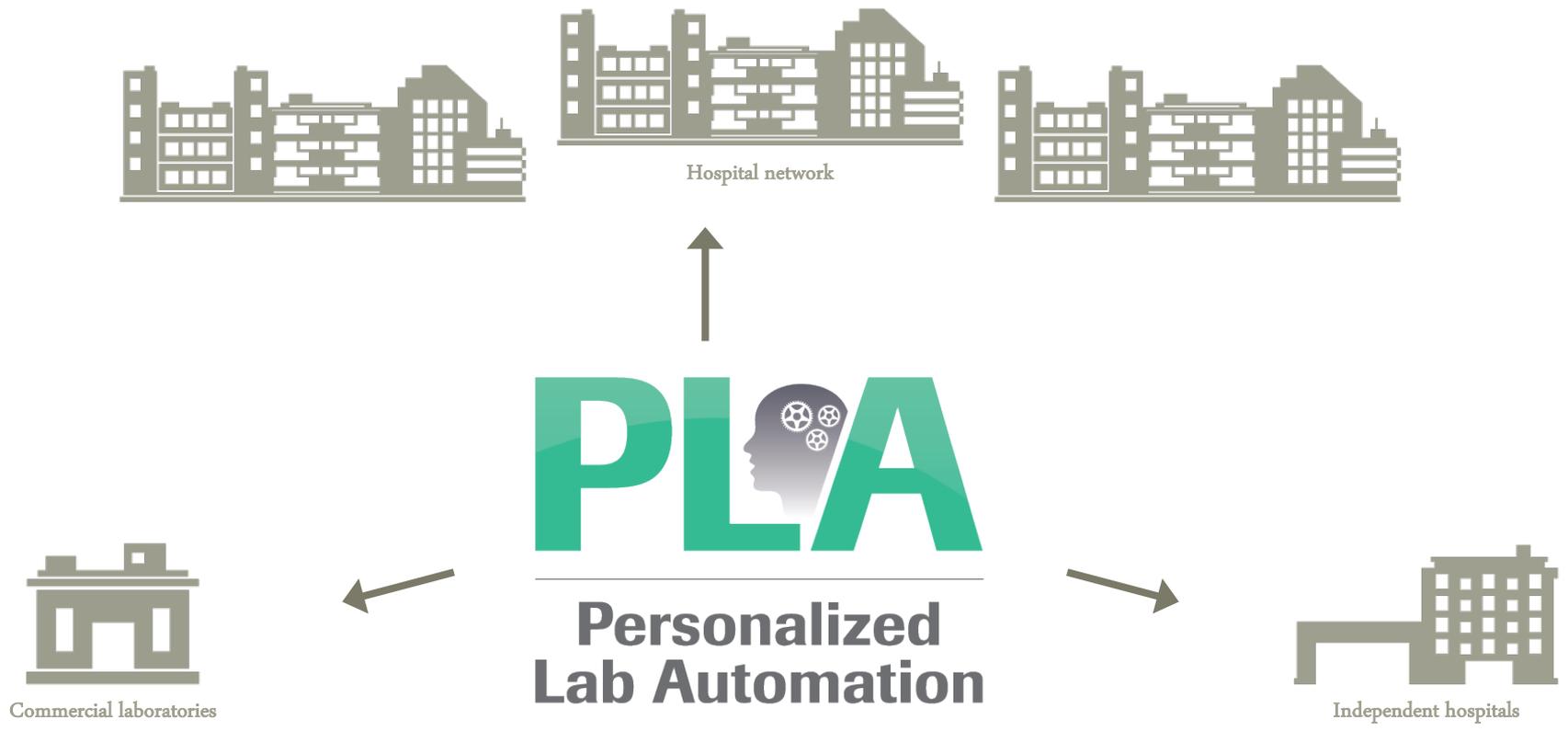
Testing Efficiency

Addressing cost, speed and quality of results



Personalized solutions for every Laboratory

Low-, mid-, and high-volume automation solutions



Portfolio of Laboratory Automation

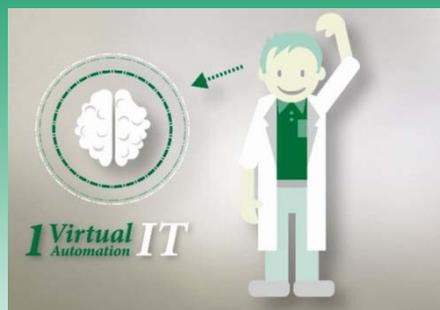
*Three levels of automation
Customized solution for every size of
laboratory*

Virtual

Standalone

Connected

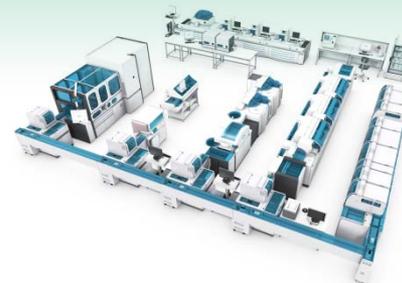
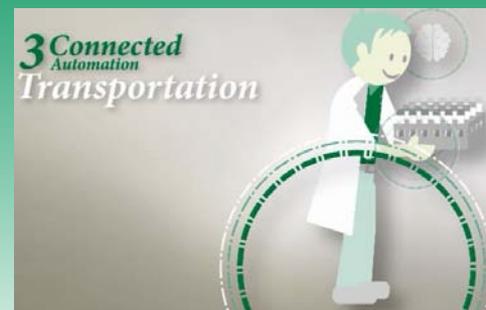
The brain of the system



The hands of the system



The legs of the system



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Connected Workflow Solutions

Combined forces for maximum value

Example of Roche solution



University Hospital – Pilsen – 1,800 hospital beds
Central lab

Laboratory specifications

- 1,500 samples per day, 1,200 SWA samples
- 10 tests per SWA sample
- Roche **MODULAR[®] Pre-analytics EVO**
connected to
2 x **cobas[®] 8000 <702, 602, 602>**
- **cobas[®] 6000** standalone
- **cobas IT Middleware**

Connect Standalone Automation with Analytics

Example of laboratory

Example of Roche solution



Diagnostyka Lab in Krakow, Poland

Laboratory specifications

- 6,300 samples (processed via sorter)
- 5,600 SWA samples
- **cobas**[®] connection module (CCM) v2,
2x **cobas p 512** connected to
 - **cobas**[®] 8000 <702, 502, 602, 602>
 - **cobas**[®] 8000 <702, 602, 602, 602>
- **Connection through the wall**

System Integration and Consolidation

Connectivity of analytics to third-party track systems

Example of Roche solution



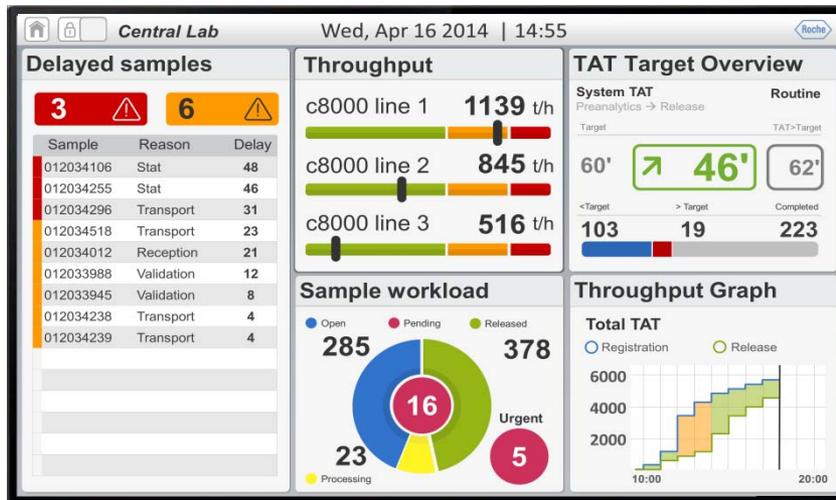
Laboratory DASA, Brasil, Rio de Janiero

Laboratory specifications

- Tubes arrived centrifuged from peripheries center
- 25,000 SWA samples per day handled with 2 automation line
- Each line is compose with :
 - 2 **cobas**[®] 8000 <775>
 - 3 **cobas**[®] 888 <666>
- Third party connectivity
- 2 FTEs handle each line

Laboratory Automation at your Fingertips

Allow monitoring of laboratory's KPI



24 hours online

- Real time visualization
- Dashboard on your tablet
- Your flexibility
- Easy operational management

Real-time laboratory automation and testing

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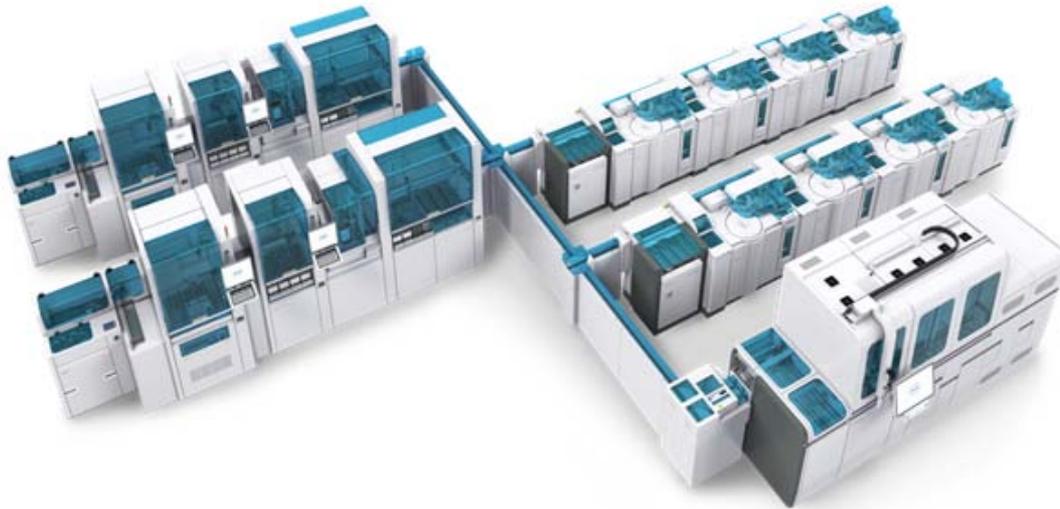
Innovation through Connectivity

Connectivity will merge different disciplines

NAT virology laboratory

Central laboratory

Blood screening laboratory



Patient safety

More reliable results, faster

Minimal hands-on time

Efficiency of operation

Solutions validated for cross-contamination compliance

Summary: Working with a competent IVD Supplier

Pioneering partnership with solutions for today but also for tomorrow



Thank you very much



*Doing now what patients need
next*