

LEICA BIOSYSTEMS TESTIMONIAL

INFORM DIAGNOSTICS TEAMS UP WITH LEICA BIOSYSTEMS TO ACHIEVE CLASS LEADING ACCURACY AND EFFICIENCY

Inform Diagnostics combines Leica Biosystems HistoCore SPECTRA ST Stainer with SPECTRA H&E stains to provide accurate and swift diagnoses.



As a leading provider of subspecialty anatomic pathology services, Inform Diagnostics has built its reputation on providing definitive diagnoses to the clinicians it serves each day. Always looking to improve its quality and streamline operational efforts, Inform Diagnostics teamed up with Leica Biosystems to assess whether the HistoCore SPECTRA systems provided a cost-effective update to Inform Diagnostics' staining technology that would meet or exceed its industry-leading quality standards.



A FULL SOLUTION FOR CONSISTENT, REPEATABLE QUALITY

"From the first slide to the sixteen-hundredth slide, it's the same consistent quality. The nuclear detail is of excellent quality, much like looking at a picture in a book. The pathologists just love the quality of the slides," said Shrei Crenshaw, Inform Diagnostics' operations manager. Inform Diagnostics' reputation for quality and accuracy is the foundation of its lab, so its team of pathologists, histologists and lab technicians are committed to evaluating each potential laboratory solution for keeping high-quality and timely diagnoses at the forefront. "By using both the HistoCore SPECTRA ST stainer and SPECTRA stains, we have a full solution that eliminates variability and inconsistency," Crenshaw continued. "We couldn't be happier with this equipment."

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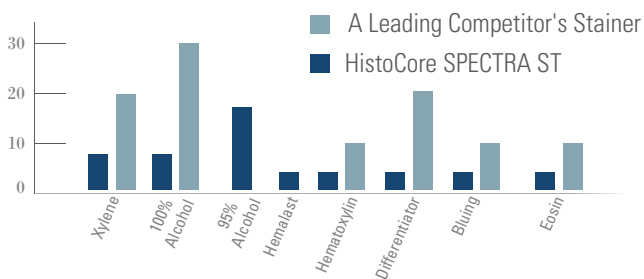
CONFIDENCE AND EFFICIENCY WITH EVERY SLIDE

The evaluation of the SPECTRA equipment provided the Inform Diagnostics team with excellent quality and value for their lab's workflow and throughput. "Obviously, we save time and effort when the pathologists are given a high-quality slide the first time, because this eliminates time doing reworks," says Travis Whitten, Anatomic Pathology Operations Manager. "Providing a high-quality slide instills substantial confidence in our staff, and it frees up our team members to conduct other work, as well."

The Inform Diagnostics team attributes the quality of the workflow and productivity to the user-friendliness of the HistoCore SPECTRA staining instrument. "It's a very user-friendly solution throughout," says Crenshaw. "The equipment tracks lot numbers at the push of a button, and we know when a reagent needs changing just by looking at the screen. These features positively affect our team's workflow and improve our output."

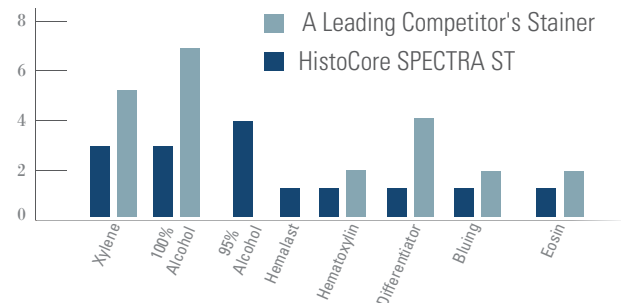
The throughput of the Leica equipment has reduced the turnaround time from 3 days to just 1 day. "Testing the SPECTRA solution has been completely worth it," says Whitten. "The workflow and throughput improvement over previous versions should have a dramatic downstream effect—with faster throughput and better quality slides, our team can continue to provide clinicians and their patients with high-quality diagnoses in a timely manner. This equipment has the potential to make everyone's lives easier," he added.

WEEKLY REAGENT EXCHANGES



There are just 55 reagent exchanges per week, or nearly 50% less exchanges, when working with the HistoCore SPECTRA ST versus 110 reagent exchanges per week with a leading competitor's stainer.

DAILY INTERACTIONS WITH INSTRUMENT - DAILY TOUCHPOINTS



When working with the HistoCore SPECTRA ST, technologists experienced just 14 daily touchpoints, or 36% fewer interactions, compared to 22 daily touchpoints with a leading competitor's stainer.

HistoCore SPECTRA ST and SPECTRA H&E Stains World Class Staining Quality and Consistency

- Consistent quality results from slide 1 to 1600
- Optimized protocols and specifically designed consumables for unmatched stain quality and a wide range of intensity

High Workflow Efficiency

- Cost savings and reduced waste through a precise Reagent Management System and coordinated reagent exchange
- Unique dual robotic arm technology for high throughput and TAT efficiency

Reduced Errors through Traceability and Intuitive GUI

- Intuitive auto-start capability through color-coded rack recognition
- RFID-based reagent tracking

Uncompromised Flexibility

- Unique multi-stain capability (H&E, Special Stains) with market leading throughput

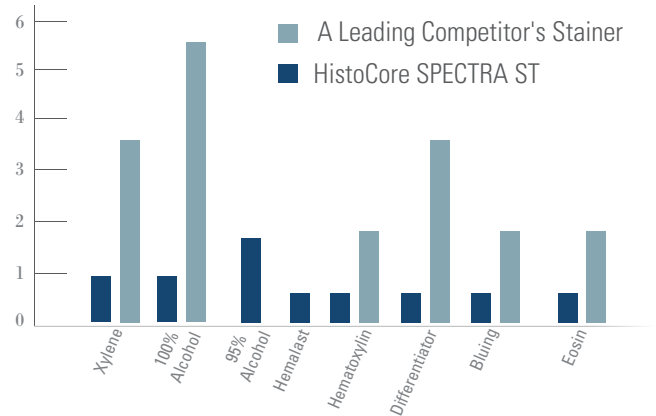
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EQUIPMENT THAT'S EASY TO USE, A VENDOR THAT'S EASY TO WORK WITH

As in any laboratory setting, many technicians on the Inform Diagnostics team felt anxious about the potential risks of making a switch. However, their anxieties dissipated after the first training sessions with the Leica Biosystems team. "After Leica walked us through every aspect of their equipment and broke down the many differences and features of their products, everyone was excited about the potential benefits of the new equipment and became excited about the upgrades," says Crenshaw.

The Inform Diagnostics team was happy to note that Leica Biosystems' support continued every step of the way. "Working with Leica Biosystems has been nothing but pleasant in every aspect," says Whitten. "We know that when we choose the right staining equipment, we will continue our reputation for high quality in every regard. Leica Biosystems is a good vendor for us."

WEEKLY CHEMICAL WASTE GENERATION



Lab Managers can appreciate the cost savings tied to reduced waste. HistoCore SPECTRA ST produces just 5.5 gallons of waste per week compared to the 18 gallons of waste per week that a leading competitor's stainer produces.

Projections and Realized Results are specific to the institution where they were obtained and may not reflect the results achievable at other institutions.

Learn how the HistoCore SPECTRA solution can improve the quality and workflow in your diagnostic laboratory. Contact your local sales representative today or call 844.LEICA.NA (844.534.2262).

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