

# Total Laboratory Automation Design

## A Customer Centric Approach

### Your **challenges**

Clinical Laboratories are **facing daily challenges**:

- Are you striving to increase the productivity of your lab to cope with rising testing demands?
- Would shorter, predictable turnaround times and STATs prioritization advance your clinical testing workflow?
- Is improving the quality of incoming samples and the accuracy of your clinical test results a priority in your daily work?
- Is your lab aiming to continuously improve its operational and financial performance whilst assuring regulatory compliance?

### Our **solutions**

Automation, traceability & integrated data management **deliver peace of mind**

Our open hardware and software solutions impact productivity points, **ensure traceability and error proofing in 11 disciplines of the clinical lab.**

Automation can be a compelling solution to cope with your laboratory's daily challenges, as it adds value in various ways:

- Eliminates manual errors and contamination risks
- Reduces turnaround times (TAT) of test results
- Increases productivity and masters peak situations
- Assures full sample traceability for results you can trust
- Measures and helps to continuously improve lab KPIs
- Frees the human mind to solve more value-adding tasks



However, the accuracy of the final test result in the lab depends on the quality of the incoming sample. Only if seamless sample traceability from the collection point to the test result in the lab is guaranteed, can premium quality test results be generated and peace of mind be achieved.

Striving to deliver best in class patient outcomes, Inpeco offers cutting-edge automation solutions for both the collection point (with ProTube™) and the clinical laboratory (with FlexLab™). Combined, they assure full sample traceability across the Total Testing Process – for unprecedented productivity and verified, premium quality test results you can trust.



# Thinking about **automating your lab?**

Four design principles that will **change your game.**



## 1 Open connectivity

The Inpeco automation solution allows best of breed analyzer choice not encumbered by a single, analyzer/vendor specific workflow, hardware, and IT solution.

Would you like to connect various specialties from different analyzer manufacturers to design a Total Laboratory Automation (TLA) solution tailored to your needs?

When it comes to connectivity, Inpeco offers unparalleled freedom of choice. We believe a 21st century automation system should be open by design to enable clinical labs to realize their dream and connect the best in class analyzers of their choice to optimize their workflows. Inpeco's FlexLab™ solution offers 50+ analyzer connections from 25+ IVD manufacturers, covering 11 clinical specialties - and our portfolio keeps growing, because we aim to protect your investment by keeping you in touch with the future.

**100% freedom of choice allows customer centric innovation**



## 2 Scalable system

Our open hardware and software solutions grow with your needs and optimize your workflow to achieve clinical testing consolidation among an open portfolio of disciplines. Additionally, automation helps you transition to a business model that continuously improves quality metrics, patient satisfaction, and patient loyalty.

The needs of clinical laboratories can evolve over time. Therefore, choosing an automation solution that is scalable and dynamically grows with your requirements is key to protect your investment. FlexLab™ is designed to fit labs of any size, offering a throughput of up to 7'200 tubes/h. Adding modules and analyzers to the system is easy by design. The High Volume Storage (HVS) module can store up to 336'000 samples at controlled temperature, recall them for re-runs and delete specimens after a pre-defined time. FlexLab™'s powerful Data Analytics System allows for at-a-glance monitoring of your automation system and provides actionable insights that enable you to continuously improve your laboratory's performance. Count on our profound expertise to support your expansion plans, during the entire lifetime of your system.

**100% future proof to protect your investment**



## 3 Total Testing Process security

Inpeco's Total Testing Process approach allows you to develop your healthcare ecosystem that synchronizes and aligns clinical process, data management, and multidisciplinary decision making, to affect predictive, proactive, and preventive healthcare models.

The accuracy of clinical test results is greatly influenced by the quality of the incoming samples. Only an automation system that guarantees full traceability of patient and sample data across the Total Testing Process, i.e. from the collection point to the final test result in the lab, provides verified, premium quality results you can trust.

The ProTube™ Suite, Inpeco's smart sampling solution for the collection point, guarantees incoming samples of impeccable quality. It assures positive patient identification, prevents drawing errors, and produces 100% "lab ready" tubes - and all steps are fully traceable. When combined with Inpeco's open and scalable FlexLab™ TLA solution, individual sample journeys become fully traceable across the Total Testing Process, providing you with documented evidence that your results are 100% reliable - for your peace of mind.

All data is securely managed by Inpeco's powerful Analytix Software Platform. Customizable reporting dashboards (graphs, KPIs) display TAT, module status, system throughput and quality indicators (under development), allowing you to optimize your site's clinical, operational and financial performance.

**Software solutions for traceability and KPI improvements, 100% data security, and documented result veracity**



## 4 Independent track

Although it may be convenient to get your TLA solution in a bundle together with analyzers and reagents, it's worth considering an interesting alternative: acquiring an independent track, separated from the purchase of the analyzers. The rationale is simple: being the backbone of your future automation solution, the track you choose not only dictates which analyzers you can connect, it also predominately impacts your lab's productivity, testing quality and return on investment. For these reasons, a growing number of labs around the world first buy an independent track, adding the analyzers required in a second step.

Buying a FlexLab™ track directly from Inpeco creates tangible value:

- Freedom to connect analyzers of your choice from various manufacturers, for your customized solution
- Simple, transparent purchasing contracts without long term commitments
- Increased negotiation power for analyzer and reagent purchases
- Easy addition or replacement of analyzers

**100% independence increases your negotiation power**

# Inpeco, the **partner of choice** for leading labs



## A pioneer with an **eye towards the future**

Inpeco pioneered Total Laboratory Automation in 1995. Since then, designing open automation systems connecting several specialties from different manufacturers to relentlessly advance the clinical testing process is at the heart of our DNA. Today, we are the global industry leader with over 2400 systems installed worldwide and our game-changing portfolio also includes

solutions for the sample collection point - for full sample traceability from the origin to the result in the lab. With an eye towards the future, Inpeco is an openEHR Industry Partner. We believe the future of healthcare to be more patientcentric and see value in making verified patient treatment data accessible for all stake-holders along the patient-care pathway.

## Design your tailor-made solution **in just 4 steps**



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