



**Advancing  
Clinical Diagnostics  
from A to Z**

# Our Company

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“

*As long as reducing error in healthcare is possible,  
Inpeco will have a mission.*

*Gian Andrea Pedrazzini*

”



## Our passion

Inpeco is the global leader in Total Laboratory Automation. Our pioneering solutions combine open system automation with full sample traceability to deliver secure test results and increased productivity to clinical laboratories around the world.

## Our vision

Inpeco's origin dates back to the 90s, when Inpeco founder Gian Andrea Pedrazzini developed the first robotic arms for moving tubes in and out of analyzers. His dream was to eliminate human errors related to manipulating and routing specimens in the laboratory by means of automation. Today, his dream has come true and his vision to relentlessly advance the diagnostic testing process is at the heart of our DNA.

## Our value proposition

Inpeco offers cutting-edge automation solutions for both outside (with ProTube™) and inside the clinical lab (with FlexLab™), freeing the human mind to accomplish more creative and productive tasks.

Combined, they enable full sample traceability from the collection point to the final test result in the lab - for validated test results you can trust.

## Our Organization

Inpeco is headquartered in Novazzano, Switzerland, and operates a manufacturing plant in Val della Torre near Turin, Italy. Other branches are located in Italy, Belgium and the USA.



# Our vision of the clinical laboratory

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*“There is much to discover  
beyond automation”*

- ◆ **Accurate** and validated test results
- ◆ Expedited **test results** delivery (TAT)
- ◆ **Optimized**, value-adding workflows compliant with regulations
- ◆ Enhanced patient **experience**, improved patient outcomes
- ◆ Increased laboratory professional **satisfaction**



# ProTube

## Full sample traceability

ProTube™ is a compact automation and sample traceability solution for collection centers that assures **positive patient ID** and guides the phlebotomist in the right matching of patients, tests and tubes.

On top of **automated tube labeling**, it also performs a sample volume check - for a controlled process compliant with quality regulations and improved patient safety.

Moreover, smart data analytics allow for continuous **optimization of the sampling process.**

## The Value

1. Error-free sample collection and preparation, fully traceable.
2. Increased patient safety and experience.

# Sampling made smart and safe



**Wireless mobile cart\*  
for tests at the bedside**



**Powerful analytics  
platform for reporting**




**Tracking and monitoring  
transportation module\***



**Handheld mobile device\*  
with bluetooth printer**

\*Not yet commercially available - coming soon



“ *In just a few minutes I have to guarantee a comfortable draw to my patient and a thorough preparation of the tubes for the Core Lab.* ”

### The challenge

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Assure correct patient / test / tube match

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Follow the right draw order

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100% of samples “lab ready”

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Retrieve sample history

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Make the patient feel comfortable

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Gain center certification

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### The solution

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System guides user through the process

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System assures draw order is respected

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Perfect labelling and inspection window on tubes

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Tracking of the full specimen path, time and doer

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Automated process frees time to focus on the patient

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System fully tracks sample and certifies the right process

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# FlexLab

## Open-system automation

FlexLab™ is a family of versatile automation solutions for laboratories of any size and complexity.

It offers numerous pre- and post-analytical modules, on top of an ever-improving suite of **open connectivity** with analyzers from many manufacturers and for multiple specialties.

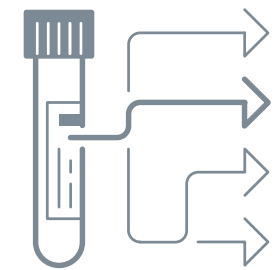
The system is modular and **scalable**, delivering a throughput of up to 10.000 tubes/hour. Moreover, smart data analytics allow for continuous optimization of the diagnostic testing process in the lab.

### The Value

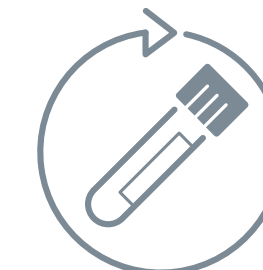
1. Accurate test results, fully traceable.
2. Increased productivity and staff motivation.
3. Future proof investment.

## Automation with the brain at its heart

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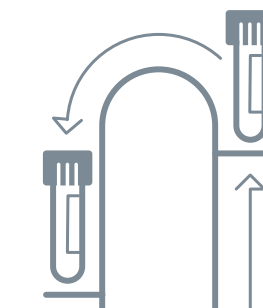
**Over 50 instrument  
connections available**



**Up to 10.000 tubes  
per hour workflow**



**Many pre- and  
post-analytical modules**



**Vertical Transportation  
for expanding labs in 3D**



“ *With care moving towards the outpatient model, it’s important for us to get back to the requesting clinicians with complete answers, quickly and efficiently.* ”

### The challenge

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Pressure to expedite results delivery

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Growing volumes of tubes

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Achieve highest efficiency of the lab

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Shortage of laboratory professionals

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Rising accreditation requirements

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Evolving laboratory requirements

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### The solution

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Shorter and predictable Turnaround Time (TAT)

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High throughput for peak situations

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Exceptions management, STATs prioritization

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Do more with less, focus on value-added tasks

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Fully automated and validated process

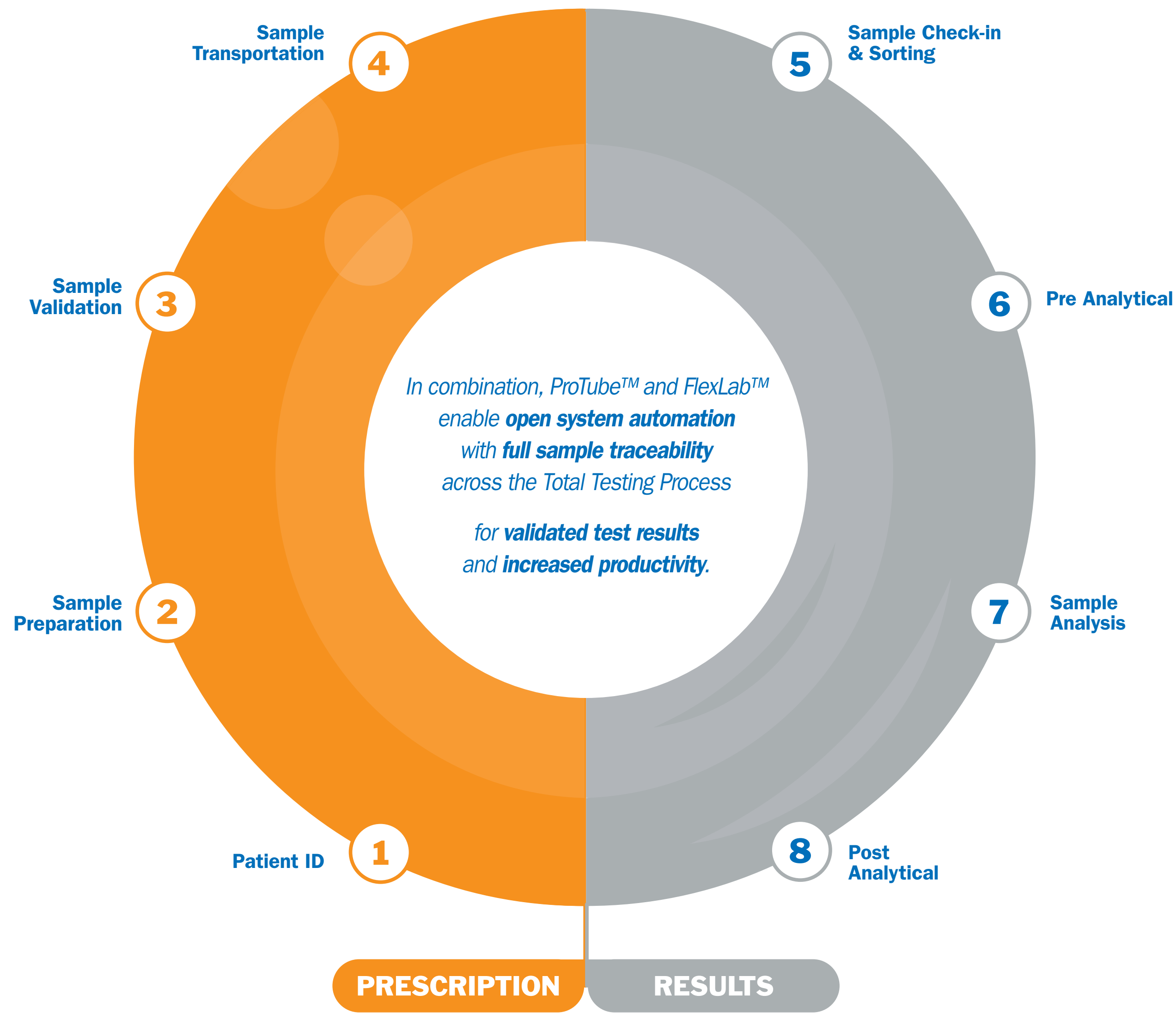
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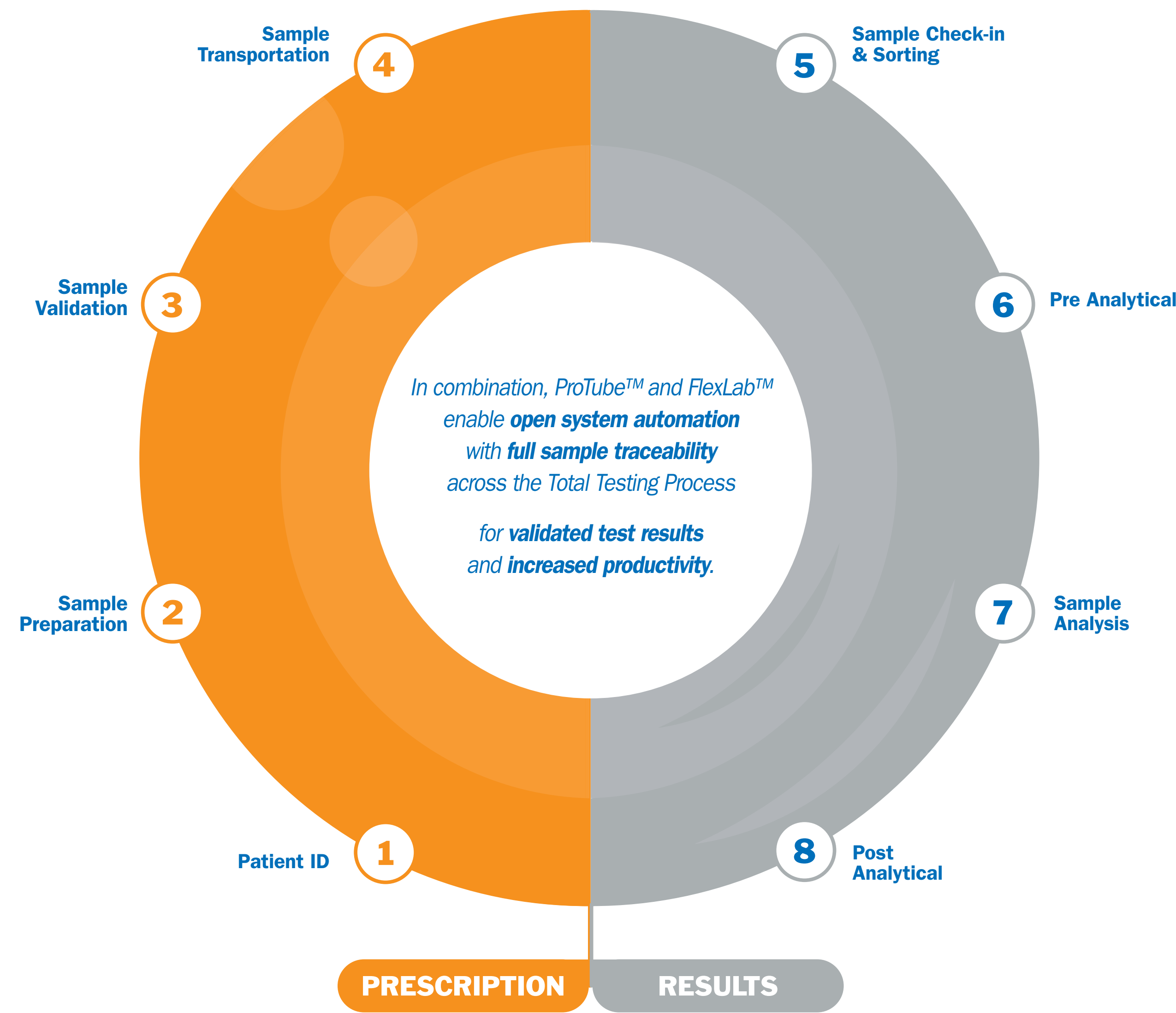
Scalable open system that secures investment

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# Advancing Clinical Diagnostics from A to Z



Advancing Clinical Diagnostics from A to Z



Traceability from A to Z  
*for results you can trust*

The Value

- 1. Validated, premium quality test results.
- 2. Expedited Turnaround Times (TAT).

Improved patient outcomes



Inpeco laboratory automation systems are distributed by Abbott (as ACCELERATOR a3600) and Siemens Healthineers (as Aptio Automation); ProTube is distributed in Europe by BD (Becton, Dickinson and Company).

**FlexLab™** and **ProTube™** are trademarks of Inpeco in various jurisdictions.

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Inpeco was recognized by F&S as the 2018 Global Company of the Year for the Clinical Laboratory Automation category.

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