

Advancing  
Clinical Laboratories  
**from A to Z**

# Our **company**

“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 **value**

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.

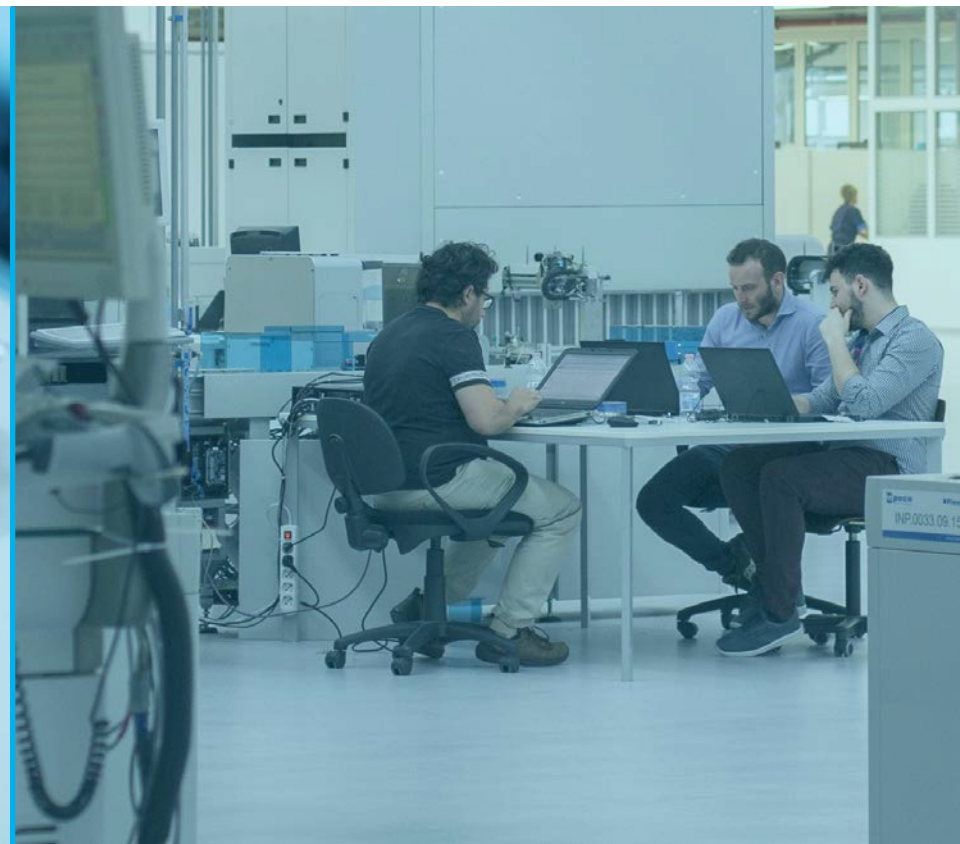
## Our **value proposition**

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 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**



# There is much to discover beyond automation

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Accurate and validated diagnostic information

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Expedited test results delivery (TAT)

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Optimized, value-adding workflows compliant with regulations

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Enhanced patient experience, improved patient outcomes

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Increased laboratory professional satisfaction

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# ProTube™

Pre-Analytics you can count on

ProTube™ is a compact solution for sample traceability at collection centers; it 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 validation checks (volume, time, warnings) - for a controlled process compliant with quality regulations and improved patient safety.

## The Value

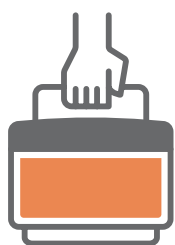
1. Error-free sample collection and preparation, fully traceable.
2. Increased patient safety and experience.



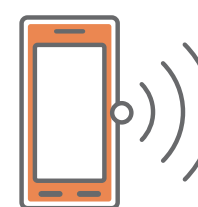
**WIRELESS  
MOBILE CART  
FOR TESTS  
AT THE BEDSIDE**



**POWERFUL  
ANALYTICS  
PLATFORM FOR  
REPORTING**



**TRACKING AND  
MONITORING  
TRANSPORTATION  
MODULE**



**HANDHELD  
MOBILE DEVICE  
WITH BLUETOOTH  
PRINTER**

# ProTube™

Pre-Analytics you can count on



“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: ProTube™

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> A system that guides the user through the process

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> The system indicates the right draw order

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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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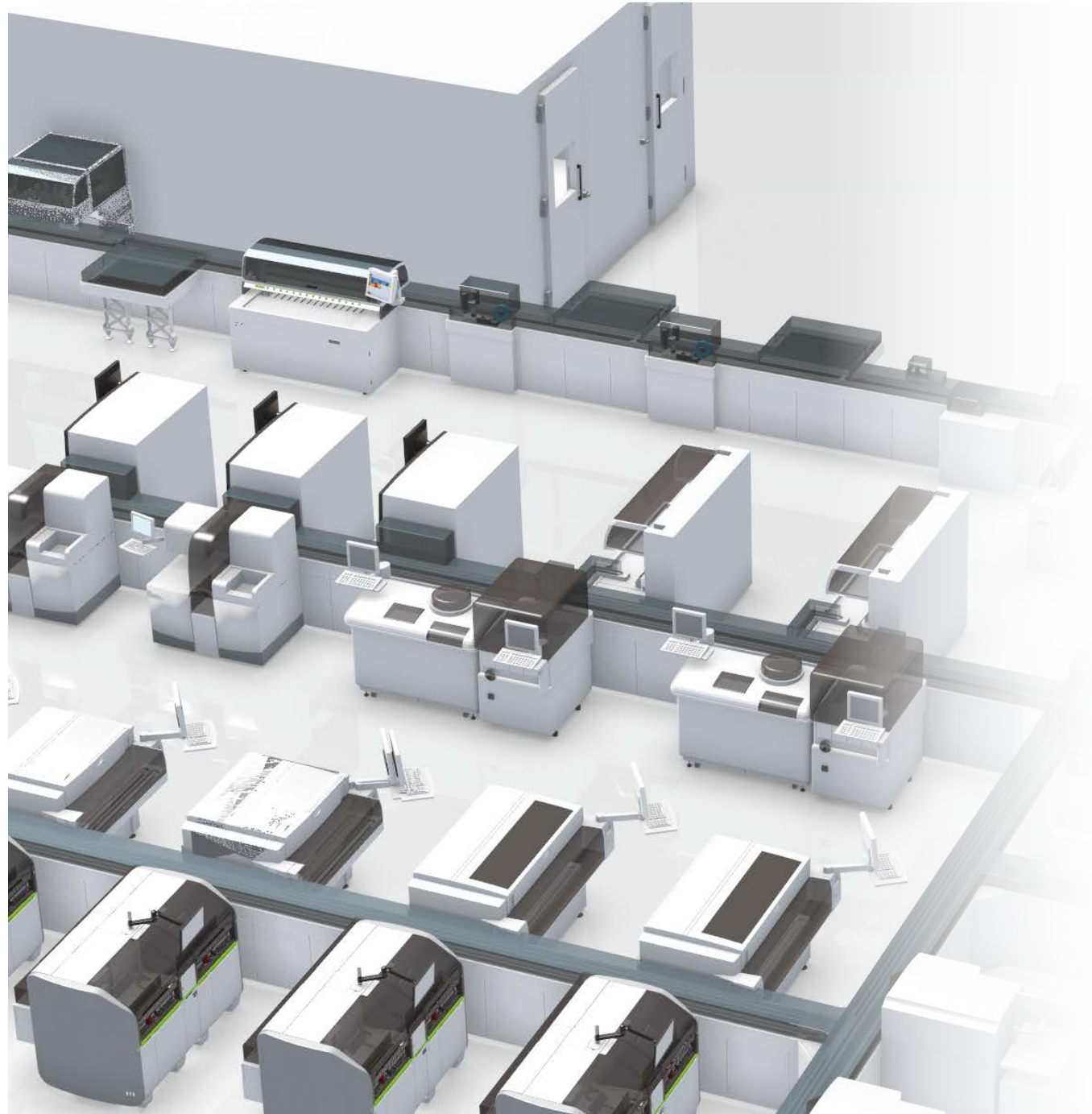
> Automated process frees time to focus on the patient

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> System fully tracks sample and certifies the right process

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# FlexLab™

Open automation, packed with innovation

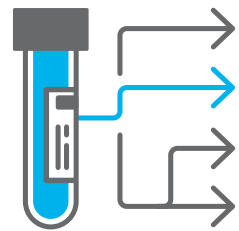
FlexLab(TM) is a family of versatile automation solutions for laboratories of any size and complexity. It offers numerous pre- and post-analytical modules, on top of an ever-improving suite of **open connectivity** with analyzers from many manufacturers and for multiple specialties

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.

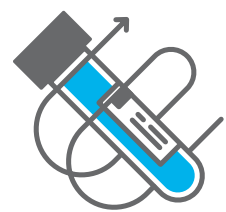
3. Future proof investment.



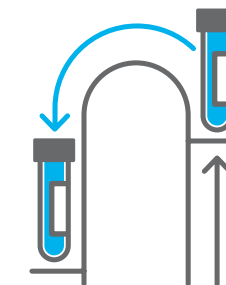
**50+**  
**ANALYZER**  
**CONNECTIONS**



**UP TO**  
**10.000 TUBES**  
**PER HOUR**  
**WORKFLOW**



**MANY**  
**PRE- AND**  
**POST-ANALYTICAL**  
**MODULES**



**VERTICAL**  
**TRANSPORTATION**  
**FOR EXPANDING**  
**LABS IN 3D**

# ProTube™

Open automation, packed with innovation



“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: FlexLab™

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➤ Shorter and predictable Turn Around 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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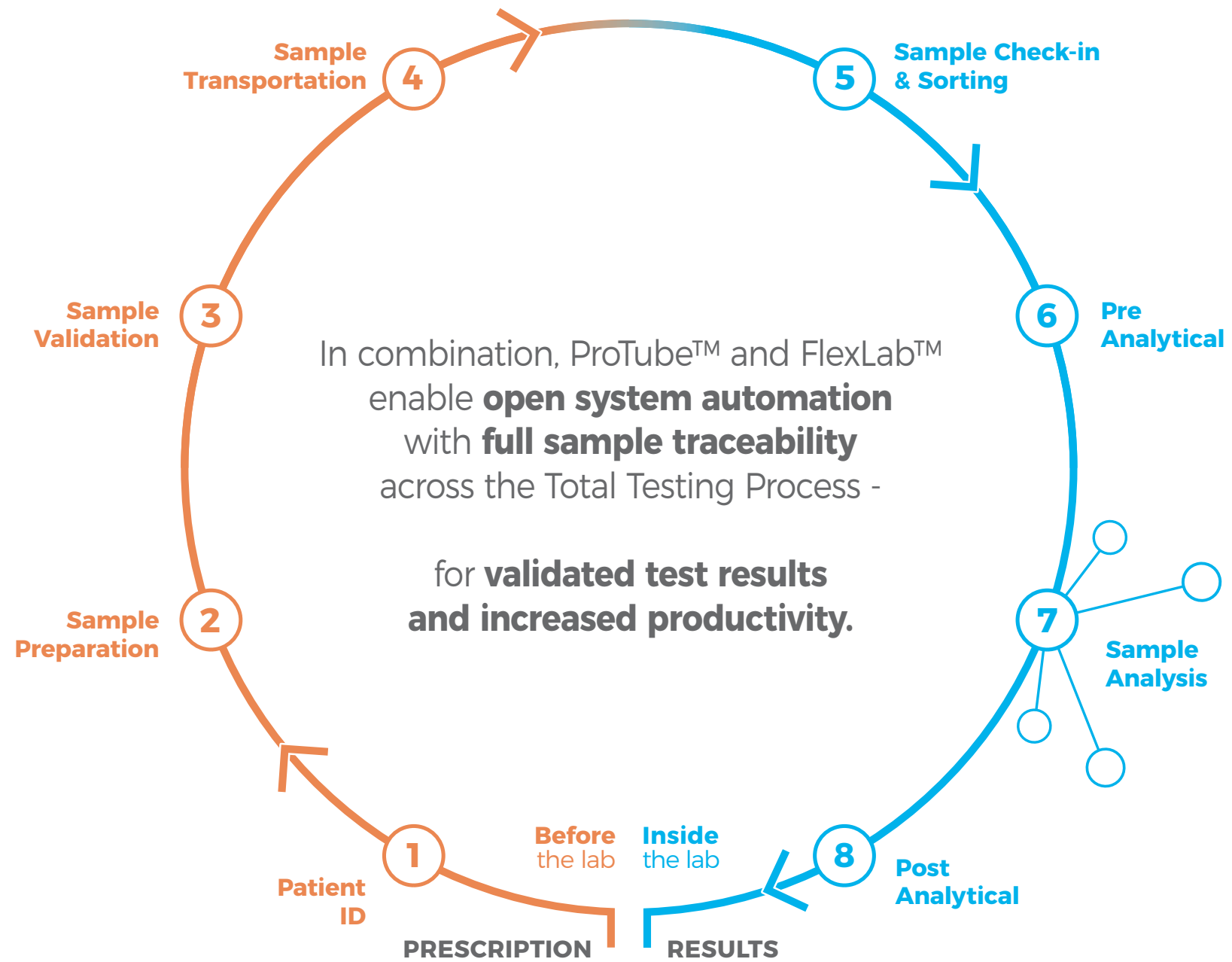
➤ Fully automated and validated process

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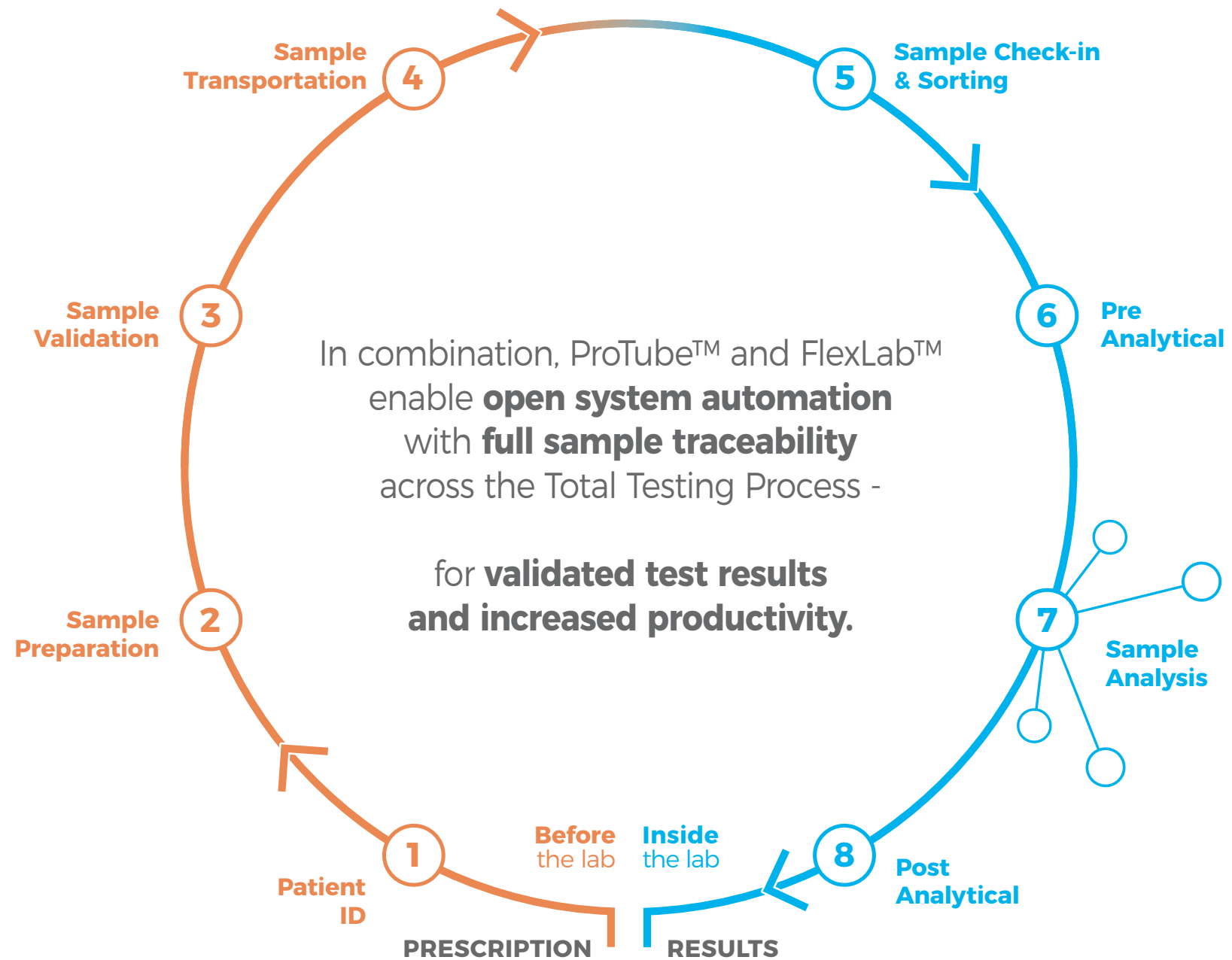
➤ Scalable open system that secures investment

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# Advancing Clinical Diagnostics **from A to Z**



# Advancing Clinical Diagnostics **from A to Z**



## The **Value**

1. Validated, premium quality test results.
2. Expedited turnaround times (TAT).

Improved **patient outcomes**



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



Inpeco is supporting IEA for ergonomic projects at collection points.



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