

LIFE LABORATORIES IN FOCUS

Molecular Optimization for Infectious Disease



QUICK FACTS

CUSTOMER:

Life Laboratories, Springfield, MA

SERVES:

2 hospitals, 40 nursing homes,
230 physician offices/clinics

PATIENT DEMOGRAPHICS:

12% inpatient, 13% ER patients, 75% outpatients
34% public payers, 66% private payers

LABORATORY TESTING:

Over 3 million annually including
20,000 molecular tests

ABBOTT EQUIPMENT:

m2000 System

TOP CHALLENGES

- Difficulty meeting low-end sensitivity for HCV viral load testing needed for new drug therapies
- Physician discontent around resulting delays
- Multiple molecular instrument platforms with inconsistent reliability
- Labor intensive workflows with significant hands-on time

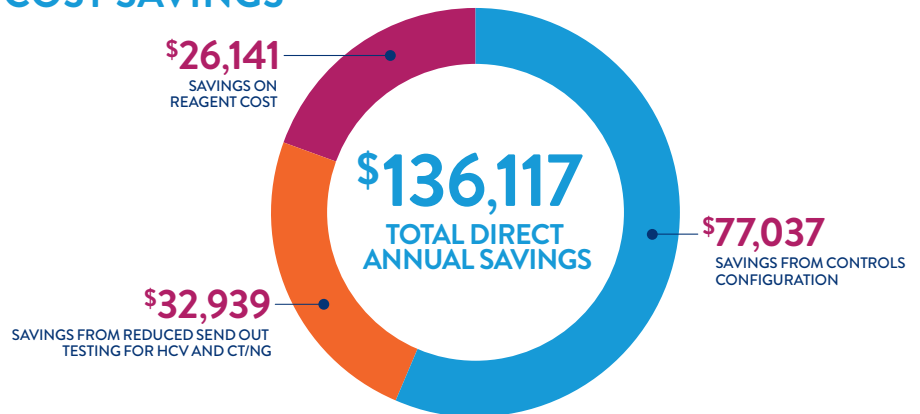
THE SOLUTION

Partnership with Abbott Molecular to deliver:

- Margin improvement and cost savings
- Increased physician satisfaction through improved testing sensitivity and faster results to patients
- Platform consolidation offering an extended menu on a single system
- An informatics solution for reporting in multiple units of measurement
- Labor reallocation for validating and verifying new molecular tests

THE RESULTS

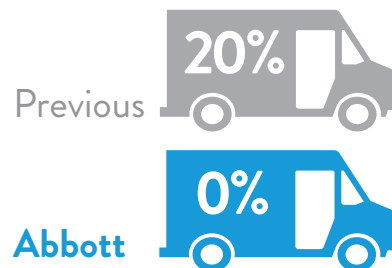
COST SAVINGS



PHYSICIAN SATISFACTION



REDUCED HCV SENDOUTS



"We are providing low-end sensitivity to meet treatment protocols."

"Physicians have told us they are happier because they see an improved turnaround time and consistent results."

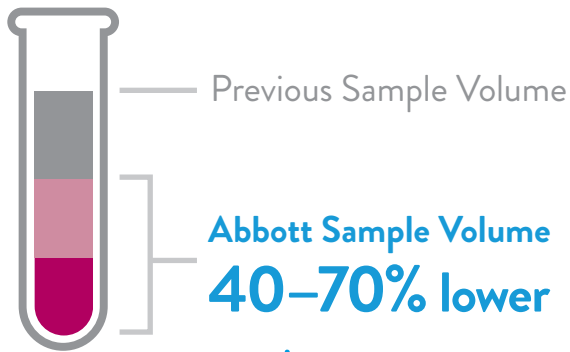
— Dr. Krystyna Sikorska, Medical Director

CHOOSE TRANSFORMATION™



PATIENT SATISFACTION THROUGH IMPROVED PERFORMANCE

LOWER SAMPLE VOLUME



BETTER INSTRUMENT RELIABILITY

Abbott



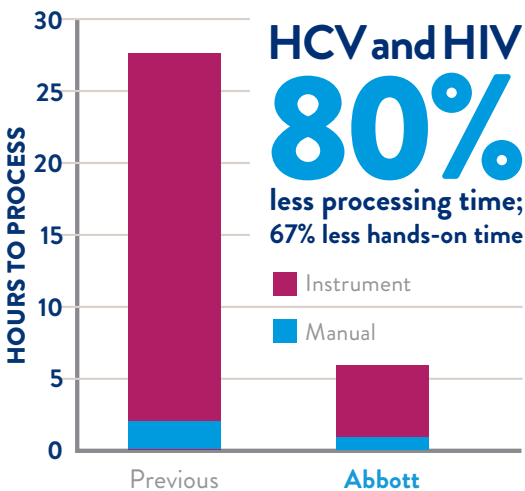
73% FEWER INSTRUMENT FAILURES

Previous



“Physicians are getting patient results more consistently because we have fewer failed runs.”— Linda Fountain, Laboratory Manager

ENHANCED PROCESSING

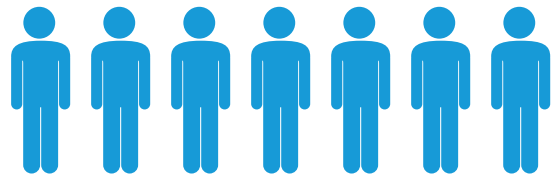


“The m2000 solution has a lot less hands-on time and less time preparing reagents.”

— Denise Bissonnette, Lead Technologist

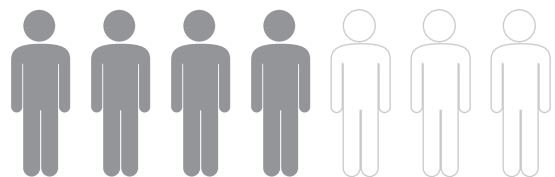
EASY-TO-USE PLATFORM

Abbott



75% MORE STAFF TRAINED

Previous



“The m2000 system is easy to operate and brought us needed flexibility to cross training other staff members.”

— Linda Fountain, Laboratory Manager

START YOUR SUCCESS STORY TODAY.

Contact Abbott today at **1-800-553-7042**
or **www.abbottmolecular.com**