

A long-standing partnership with success

Inverness Medical has been using Tecan liquid handling systems to automate ELISA testing in Spain for over 15 years. The Company supplies Tecan instruments free of charge to hospitals and laboratories using its diagnostic kits and reagents, an agreement which has been benefiting its customers since 1990.

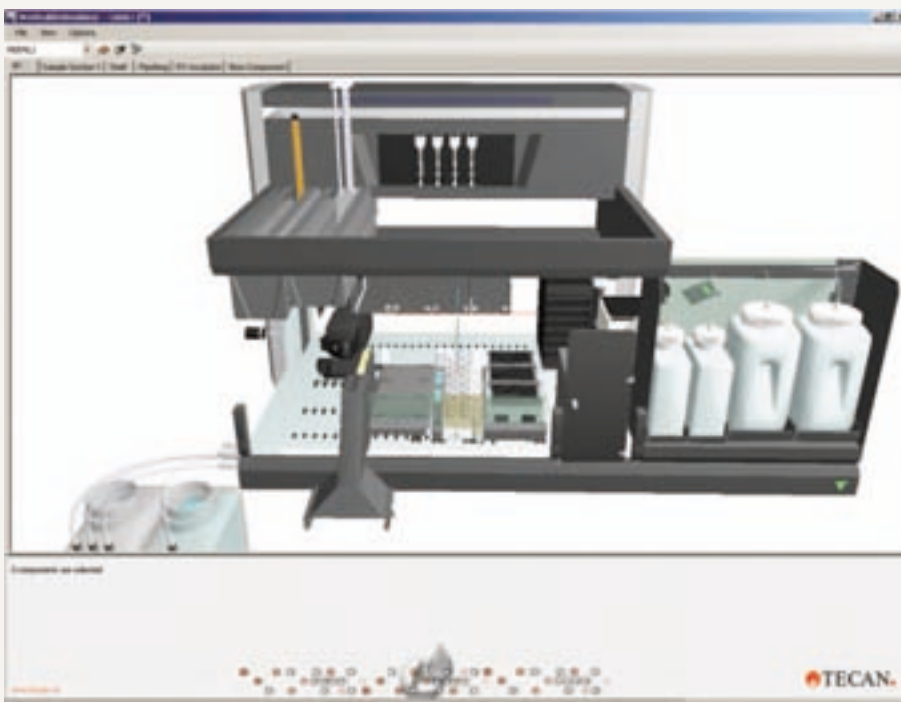
Inverness Medical Innovations, Inc., is a global company at the forefront of medical diagnostics and health management. The Company's Spanish subsidiary, Inverness Medical Ibérica, is a major supplier of diagnostic testing kits to hospitals and medical laboratories, providing a range of over 500 distinct ELISA kits, including tests for respiratory, immunodeficiency, autoimmunity and infectious diseases. In addition, Inverness Medical Ibérica also provides reagent sets for immunofluorescence assays, ToRCH tests and RT-PCR protocols.

For many years, Inverness Medical Ibérica has supplied Tecan liquid handling workstations to customers buying its ELISA testing kits, allowing straightforward

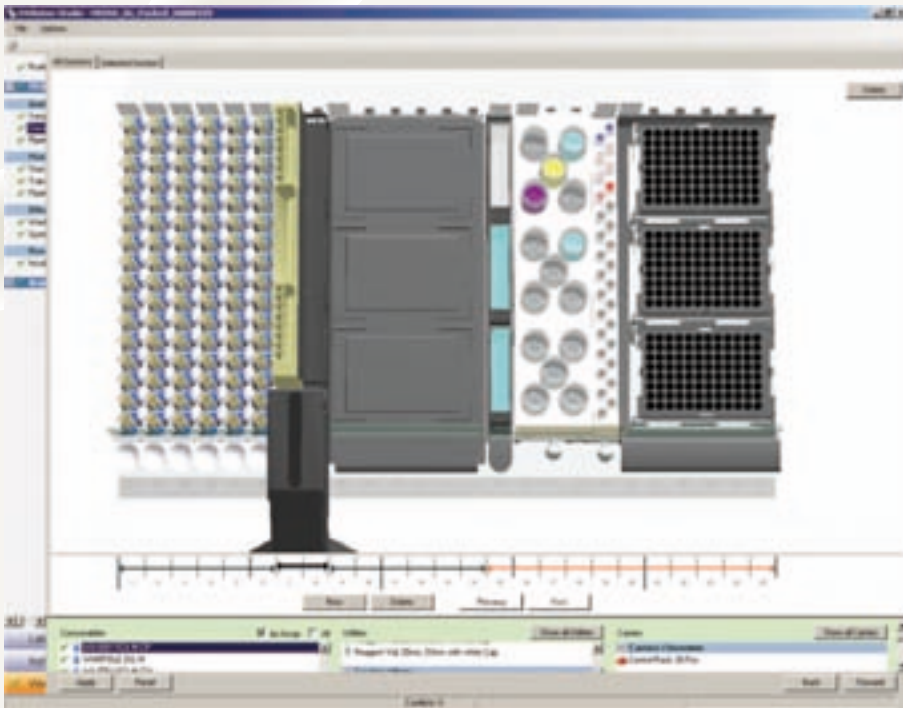
automation on validated platforms. This ensures the reliability and reproducibility of its diagnostic tests, and offers greater throughput for busy diagnostic laboratories. Sergi Gordillo is responsible for the Tecan instruments supplied to Inverness Medical Ibérica customers, and explained the origins of the Tecan association: "We have a long, well established working relationship with Tecan, that started in the early 1990s. At that time we were looking for a system to automate all the steps of ELISA processing, and Tecan was the only manufacturer able to offer a platform capable of automating the entire assay. This original instrument was very successful, and greatly appreciated by our customers, and we have been working with Tecan ever since. We are continuously updating our liquid handling workstations

to reflect the latest developments from Tecan, and we validate our kits for each new system in our own development laboratory in Barcelona. We are offering the latest Freedom EVOLyzer® platforms to our high throughput customers, and the only change we make to the systems is the addition of specially adapted carriers to suit our reagent bottles."

"Our customers find the Tecan instruments very easy to use, and give us good feedback in terms of suggestions and improvements for diagnostic use. We have a very good relationship with our Tecan representatives, and the customer feedback we share helps to drive the development of new systems. The Freedom EVOLution™ software that controls the Freedom EVOLyzer is a good example of this; we have seen definite improvements with successive generations of the software, and the latest versions are excellent. As well as simplifying control of the instrument, the software interfaces directly with customers' internal laboratory information management systems (LIMS), simplifying reporting and auditing," Sergi continued.



Even small laboratories can automate their ELISAs on Freedom EVOLyzer. Here is shown a simulation model of the small scale Freedom EVOLyzer 100 for loading up to 96 samples. The validated Inverness configuration with programmed ELISAs can be used on all platform sizes.



The worktable layout showing sample section with the capacity of 96 samples, followed by the wash station, microtiter plate carrier, reagent troughs with sample diluents and decontamination solution, customized carriers for conjugates, stop solutions in the bigger round tubes and controls in the Eppendorf® tubes. The last carrier contains trays with the disposable tips.

“Since we first began offering Tecan instruments to our customers, we have seen rapid development of the Company’s automated liquid handling platforms into the flexible systems we use today. We supply Tecan instruments to the majority of our customers, for use with our kits and reagents, and have a range of different platform configurations, depending on the customer’s needs.

The instrument we offer customers will obviously depend on their laboratory size and throughput, as well as the spectrum of tests they are offering. We support many different laboratories throughout Spain, from small hospitals up to very large regional facilities in Barcelona and

Madrid, and have a broad portfolio of Tecan workstations to meet this varied demand. For example we have both Freedom EVOLyzer 100 and Freedom EVOLyzer 150 workstations, fitted with two-, four- or eight-channel liquid handling (LiHa) arms, although the majority of customers are using Freedom EVOLyzer 100 platforms with 4-channel arms. This set-up is suited to a wide range of throughput needs, with many of our customers processing in excess of 100 samples a day for ELISA testing.”

“Complete automation of ELISA processing is of great benefit to our customers, as it saves a lot of time and releases staff time for other applications. The reliability and flexibility of Tecan’s innovative and reliable

liquid handling platforms are a key part of this strategy, and ensure we have high levels of customer satisfaction. We have a number of long-standing customers, who have been with us for over 20 years, and the ability to offer complete solutions for automated ELISA processing is pivotal to retaining this customer loyalty.”

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