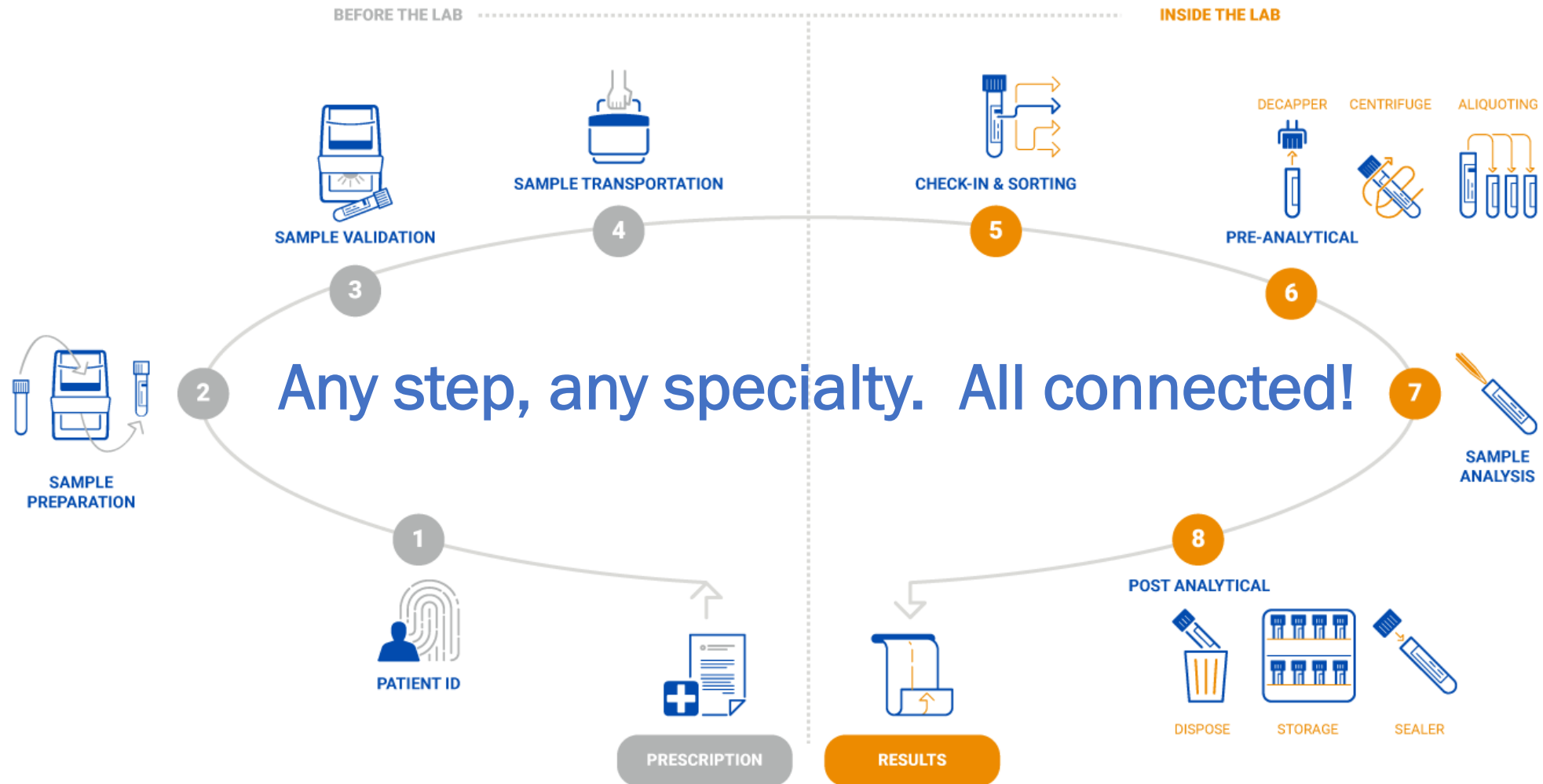


Enhancing Patient Outcomes and Gaining Control of the Total Testing Process with New Innovations in 'Open' Laboratory Automation

October 15, 2019



Diagnostic Errors in Healthcare



*National Academies of Sciences, Engineering, and Medicine; [Institute of Medicine](#); [Board on Health Care Services](#); [Committee on Diagnostic Error in Health Care](#); Erin P. Balogh, Bryan T. Miller, and John R. Ball, Editors

Open TLA is the Innovation



Open TLA is THE innovation

> ANALYTICAL area <

FlexLab™ grows with your needs, at the time you decide and in the way you prefer. Adding modules or new analyzer connections is easy by design. This is the reason why we have **50+connections**, **25 vendors** and **10 disciplines**.

50+
25

Connecting
25 IVD vendors

Abbot, Alifax, Arkray, Beckman Coulter, Biorad, Copan, Diasorin, DIESSE, Fujirebio, Helena, IDS, Instrumentation Laboratory, Jeol, Ortho Clinical Diagnostic, Roche, RR Mechatronics, Sebia, Sekisui Diagnostics, Siemens, Sniebe, Stago, Sysmex, Thermo Fisher Scientific, Tosoh, Trinity Biotech.

10
Covering 10
Clinical specialties

POST-ANALYTICAL modules <

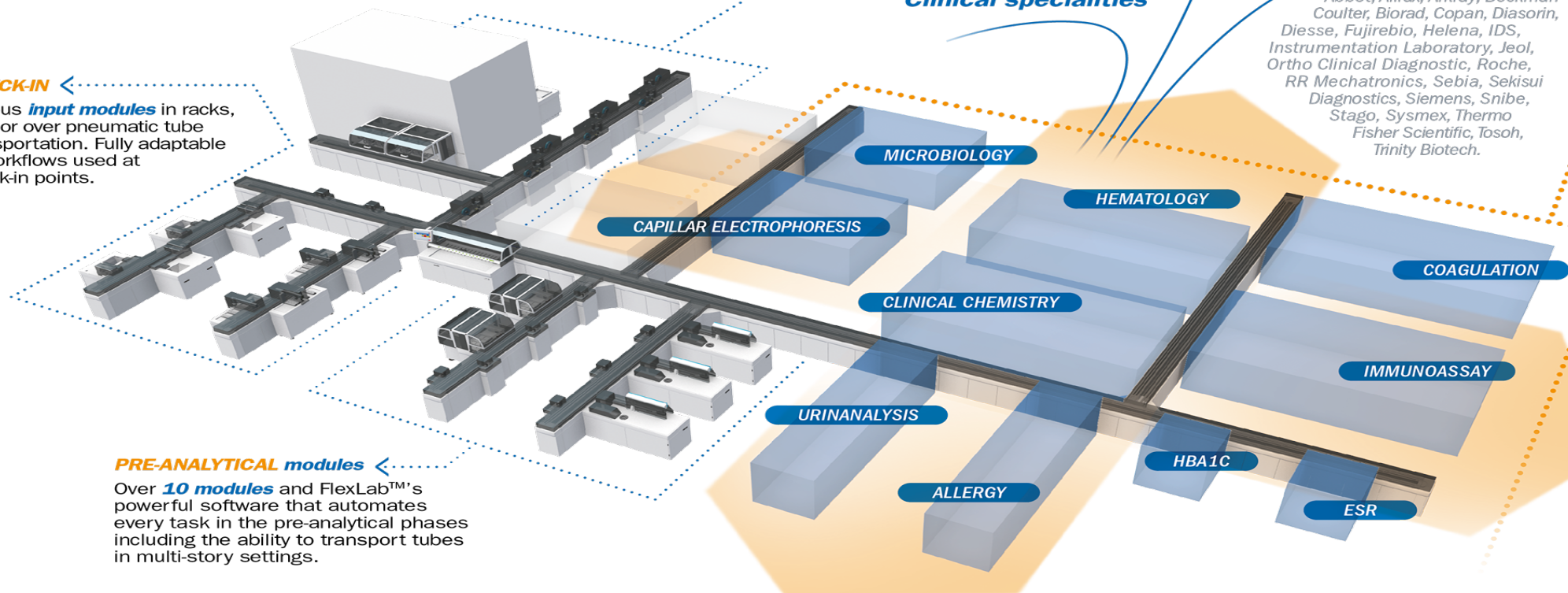
Many modules including the seamless combination of retrieval/desealer tasks; customizable, scalable storage solutions from **9000** to **500,000** tubes.

CHECK-IN <

Various **input modules** in racks, bulk or over pneumatic tube transportation. Fully adaptable to workflows used at check-in points.

PRE-ANALYTICAL modules <

Over **10 modules** and FlexLab™'s powerful software that automates every task in the pre-analytical phases including the ability to transport tubes in multi-story settings.



Introducing an Open TLA Project

Ludovico Donegani, PMP® – Customer Solutions Manager



Open TLA system: What is it?



1

Connects multiple disciplines and specialties

2

Adapts to many different specimen types

3

Easy to upgrade and expand

4



Adaptive to current and future lab operations

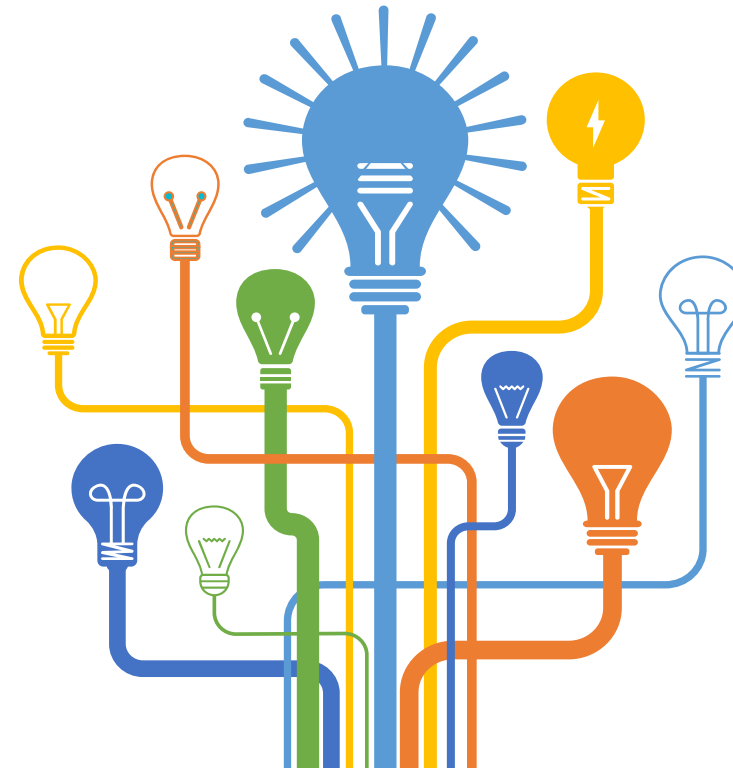
5

Integrates to multiple informatics systems

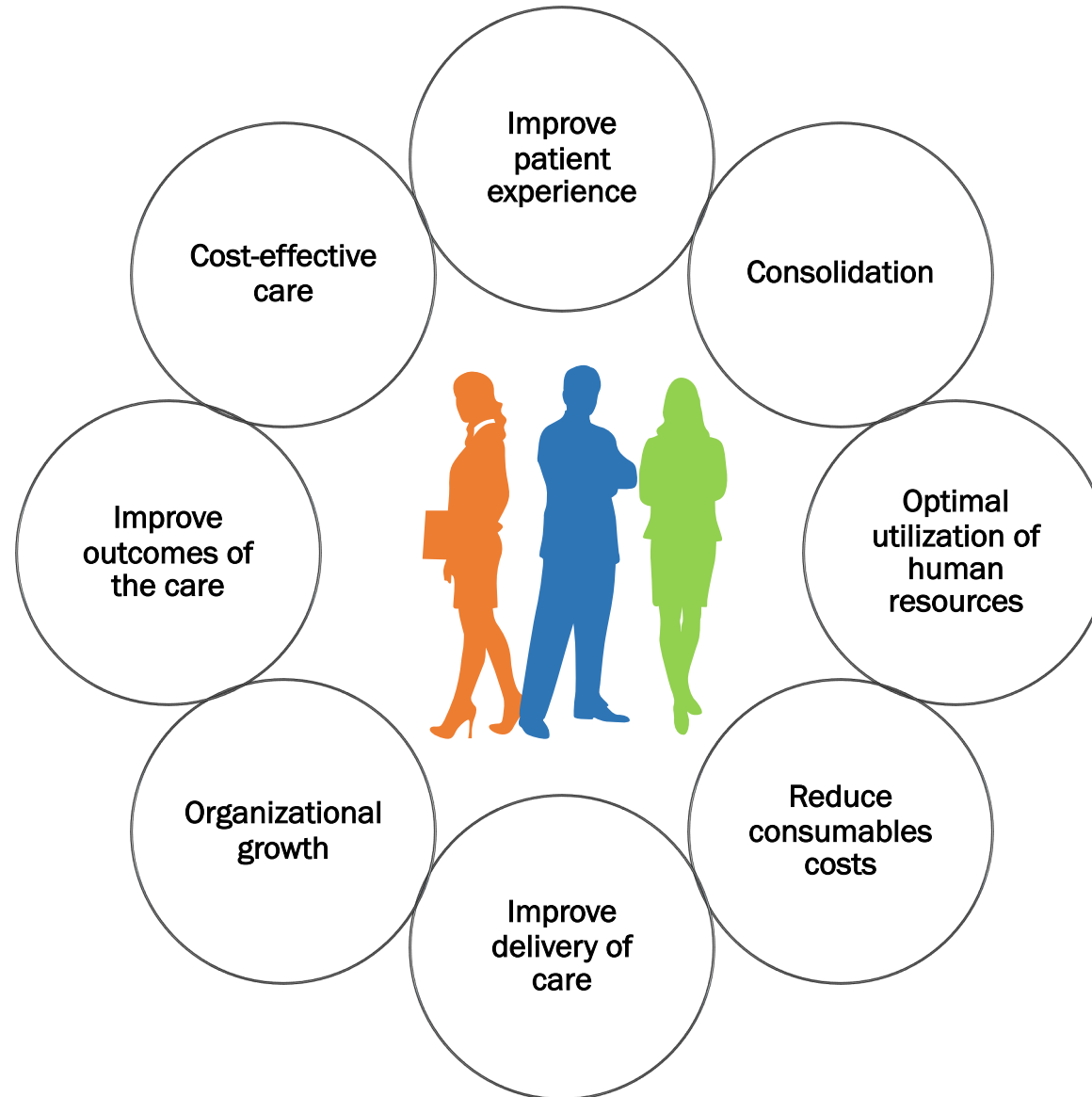
Customer Objectives

-  Improve Turn-Around-Time
-  Improve quality standardize processes
-  Implement cost-effective lean processes
-  Increase workload and expand services
-  Under utilization of skilled resourced
-  Increase safety for the technician
Increase quality of the work environment

-  Reduction of errors
-  Keep HR costs under control



Defining the Business Goals

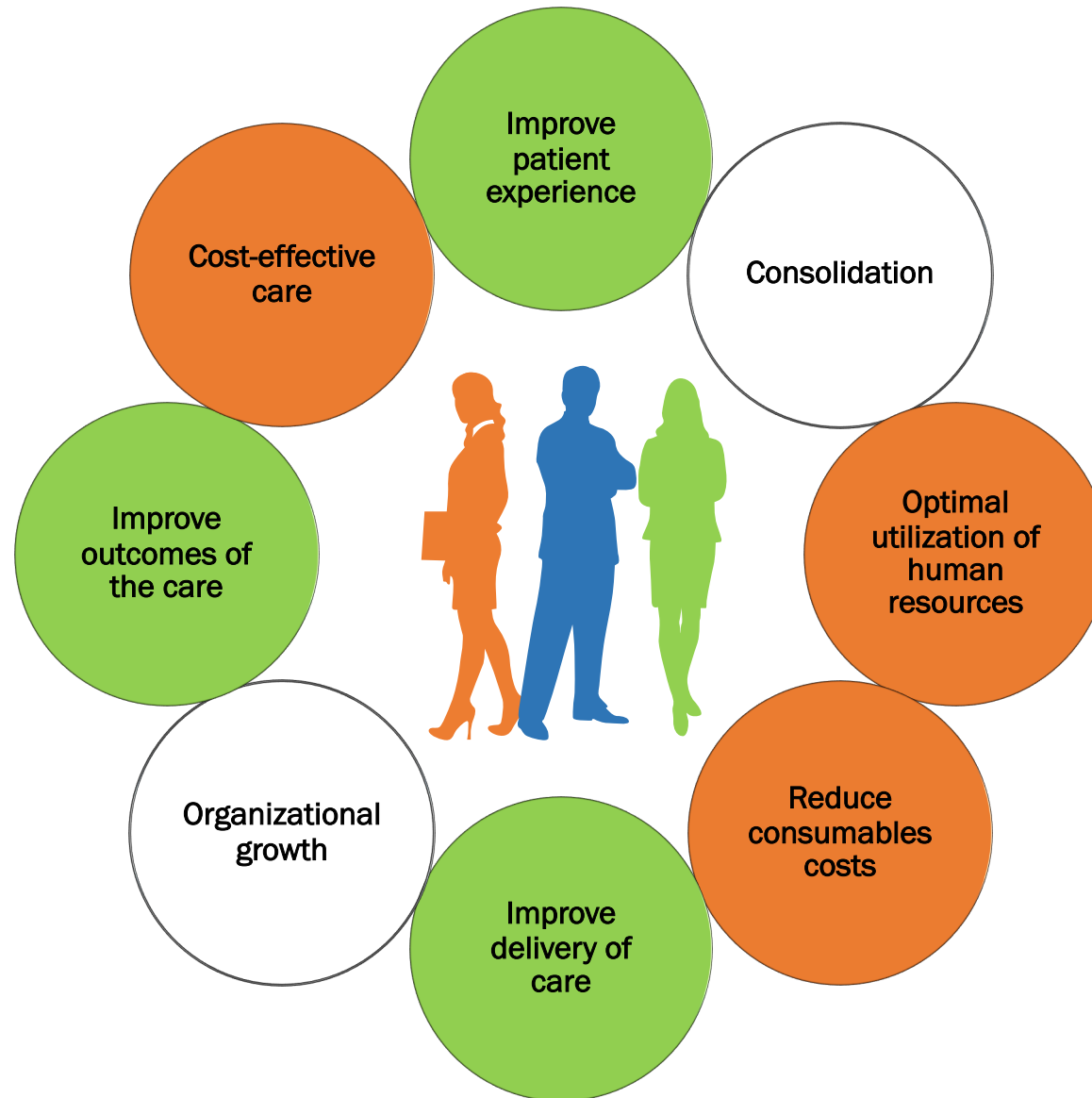


Reduce costs?



Defining the Business Goals

Reduce costs?



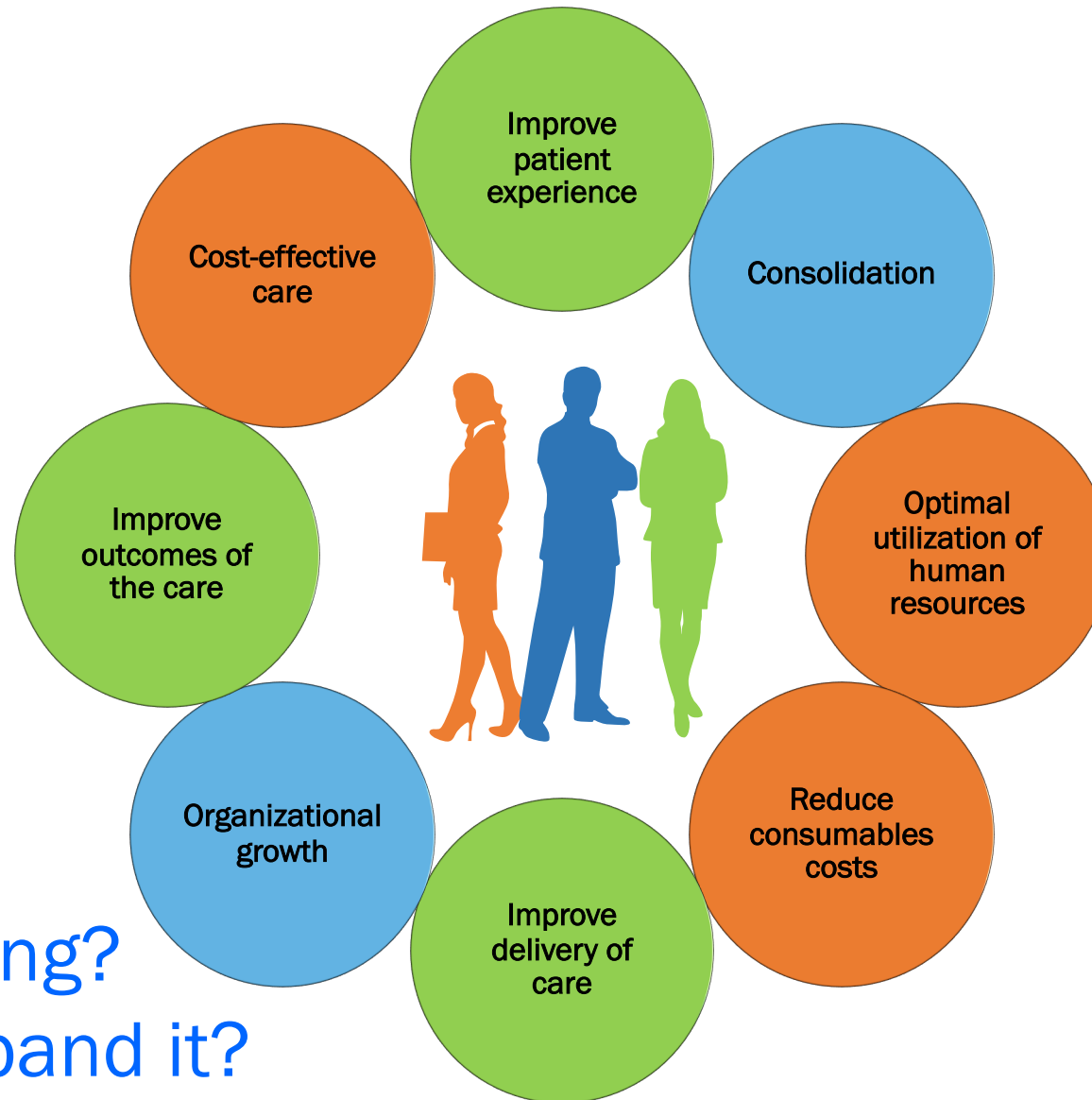
Value based care?

Defining the Business Goals

Reduce costs?

Value based care?

Business growing?
Intention to expand it?



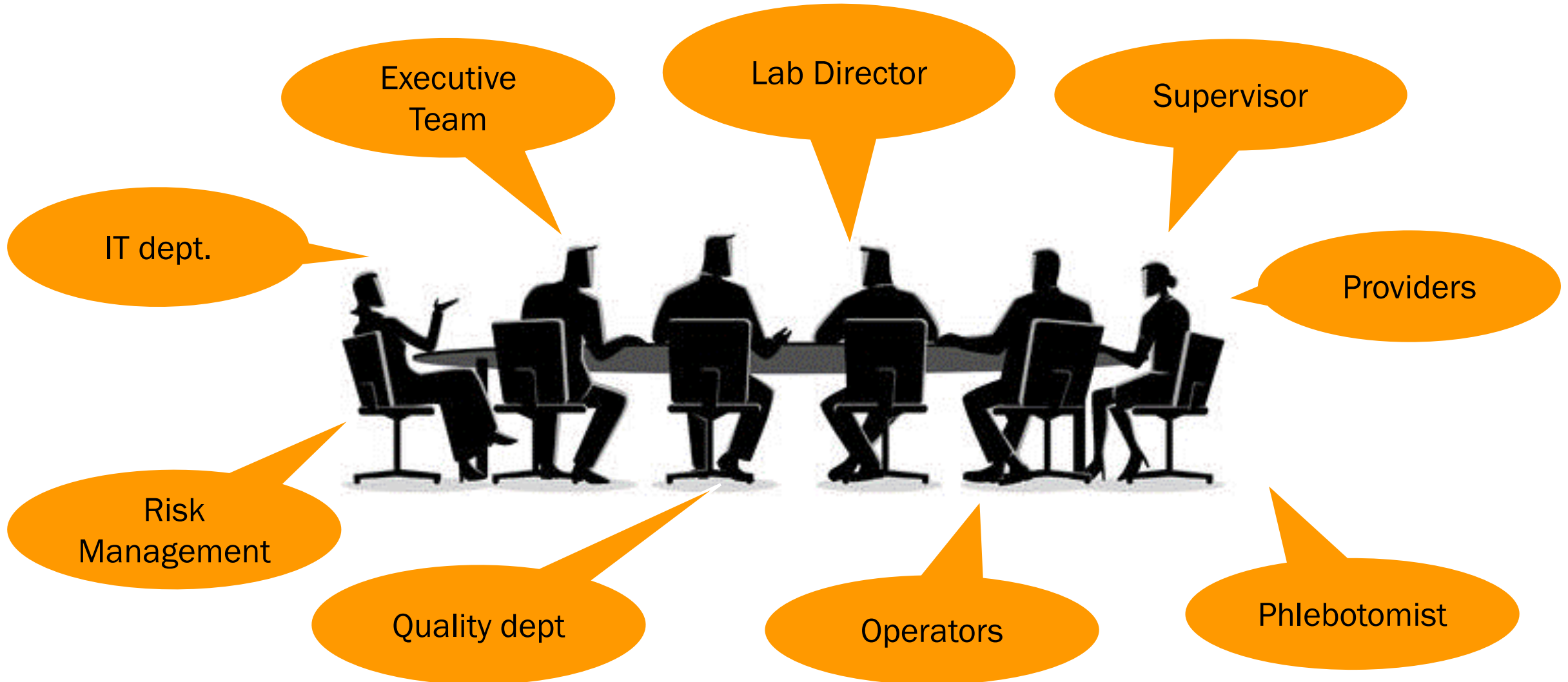
Example of analysis tool



Business Case Analysis Tool

OPTION DESCRIPTION	BENEFITS	DISADVANTAGES			COSTS	RISKS			
Increase Quality of Laboratory Services	Reducing laboratory errors, increasing provider and patient satisfaction	Potentially increases costs, reorganization and changing processes			TBD	Negative patient impact of laboratory errors (i.e. treatments not required, death), increase TATs			
STAKEHOLDER IMPACT		POSITIVE IMPACT				NEGATIVE IMPACT			
STAKEHOLDER	HIGH (3)	MEDIUM (2)	LOW (1)	NO IMPACT (0)	LOW (- 1)	MEDIUM (- 2)	HIGH (- 3)	RATING	
Medical technicians					-1				
Phlebotomist/Nurses							-3		
Provider		+2							
Patient	+3								
GRAND TOTAL								+1	

What's next? Data gathering



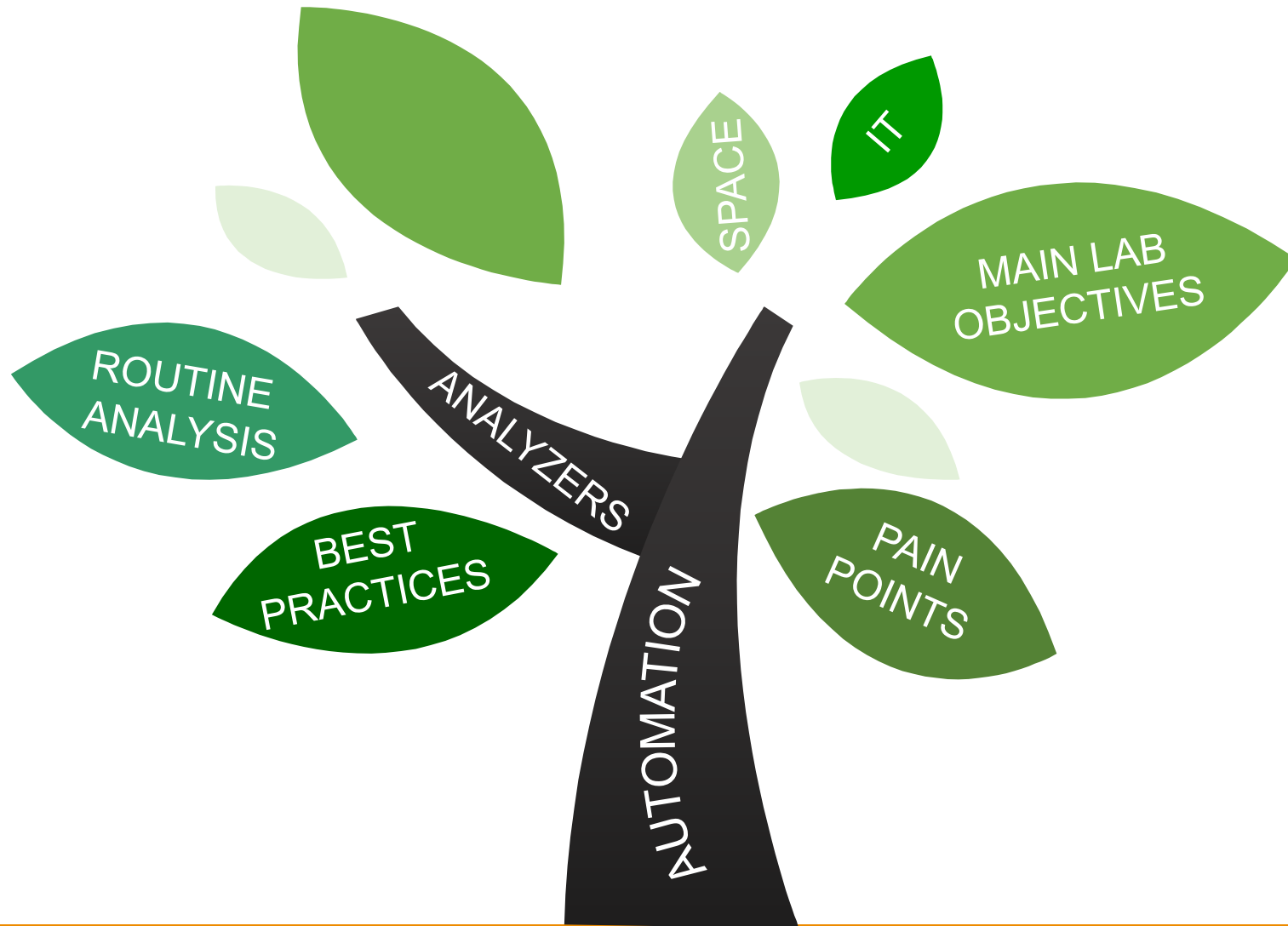
The Primary Stakeholder: Holistic Workflow



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The Primary Stakeholder: Holistic Workflow

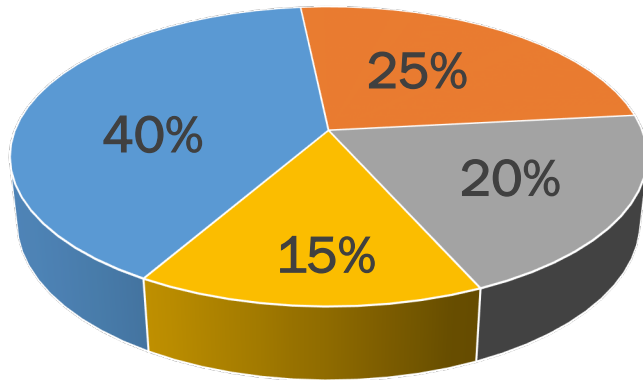


The Primary Stakeholder: Holistic Workflow



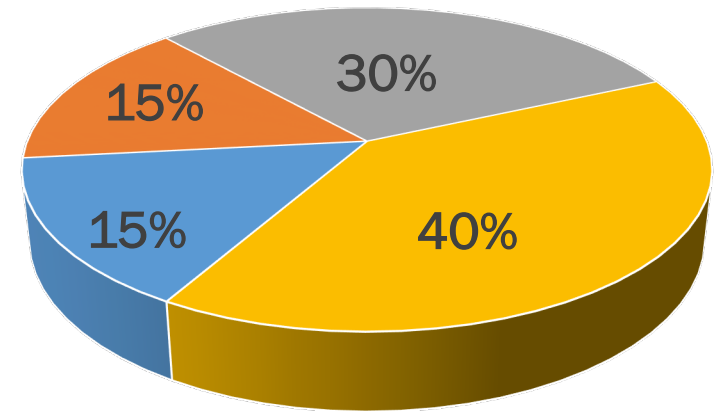
Preparing for the Automation RFP

Tech focused RFP



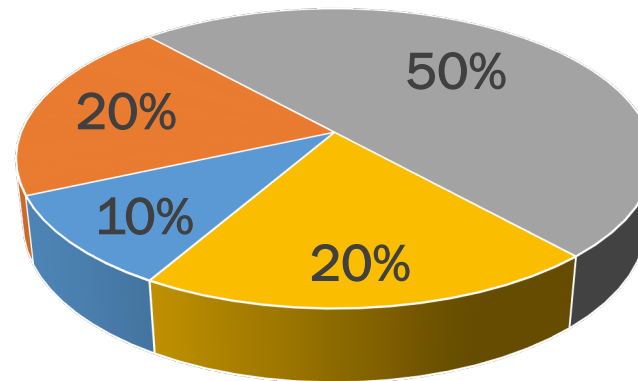
■ Thecnology ■ IT ■ Budget ■ Operations

Operation focused RFP



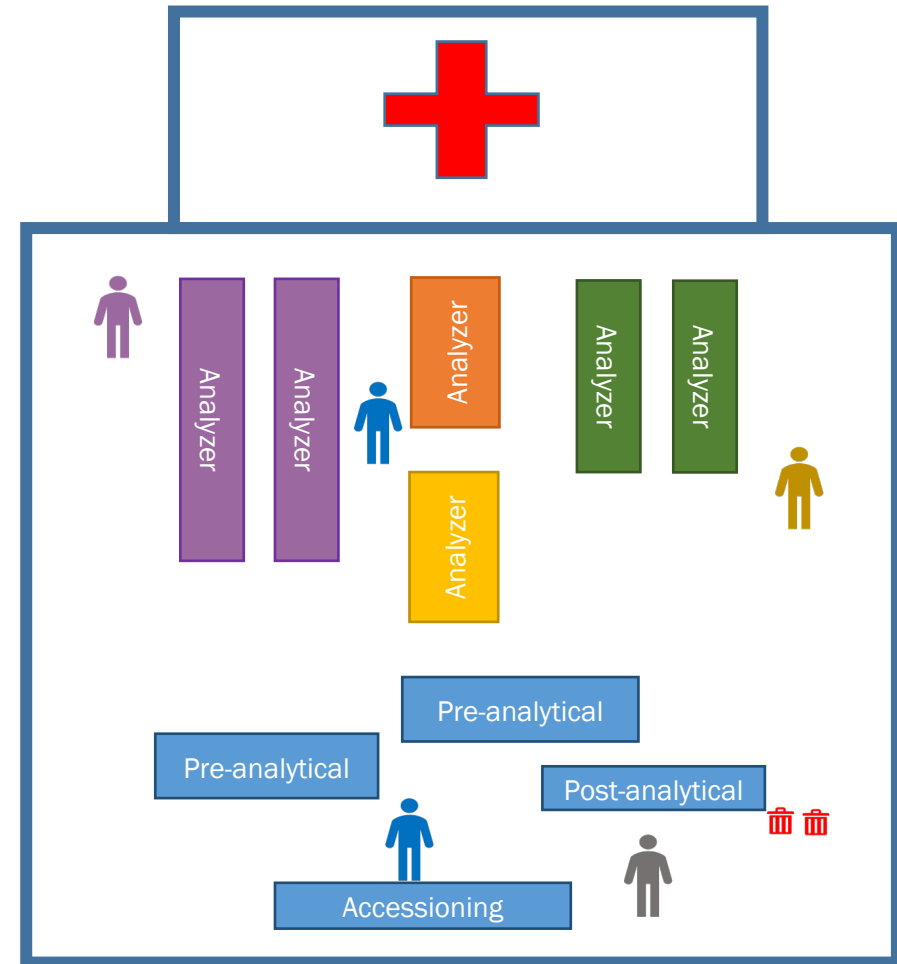
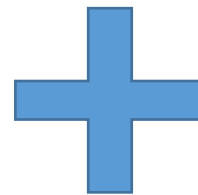
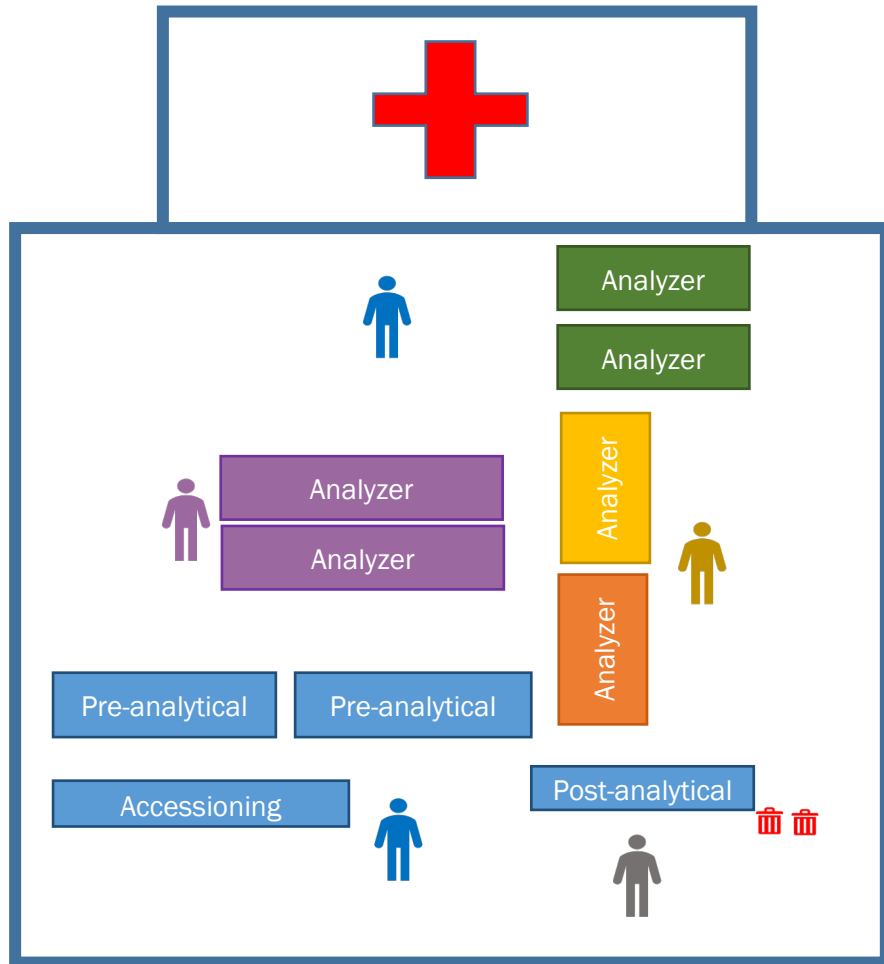
■ Technology ■ IT ■ Budget ■ Operations

Budget focused RFP

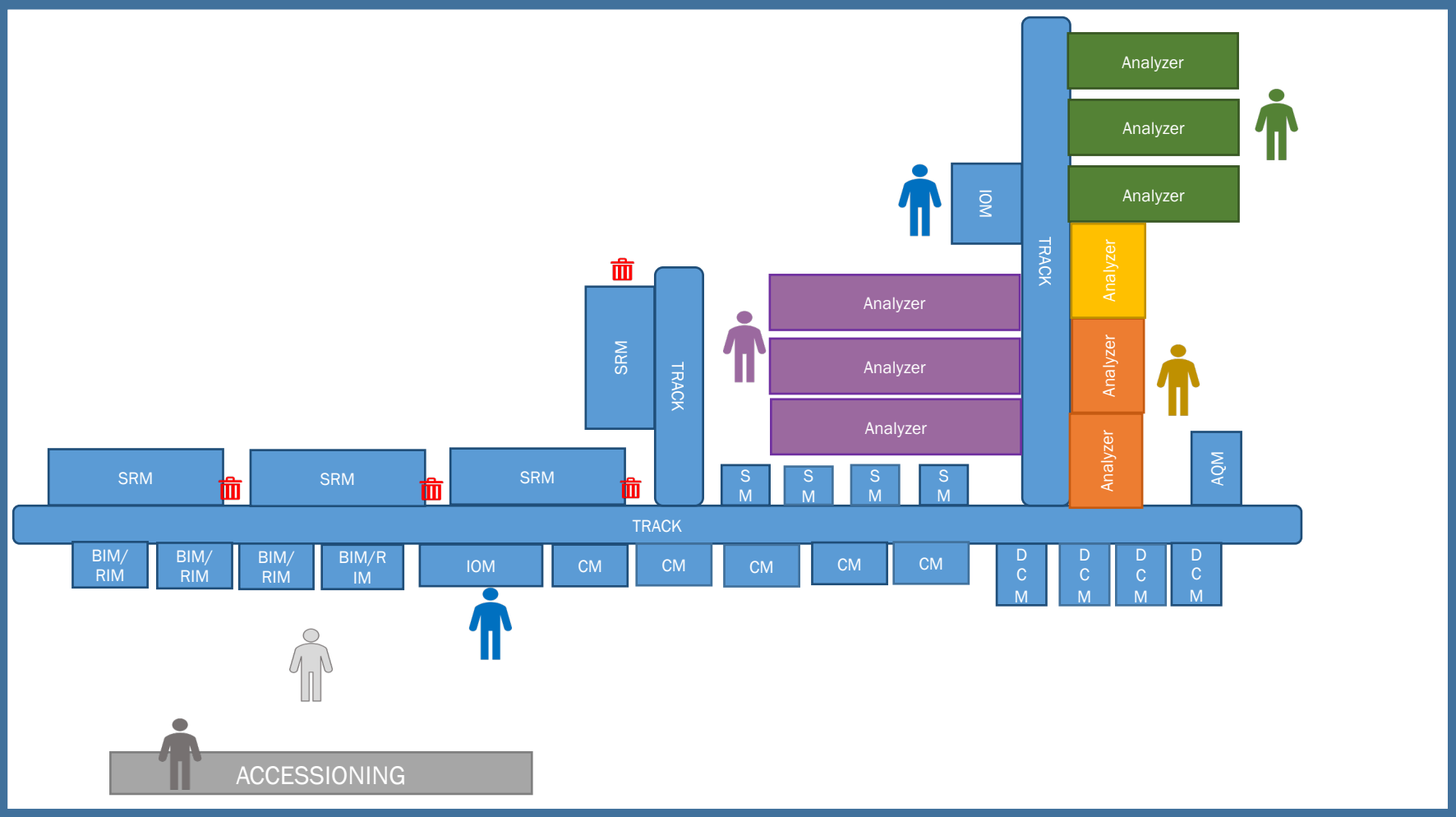
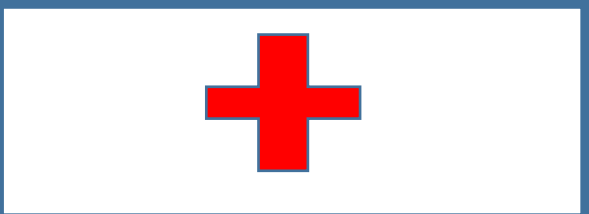


■ Thecnology ■ IT ■ Budget ■ Operations

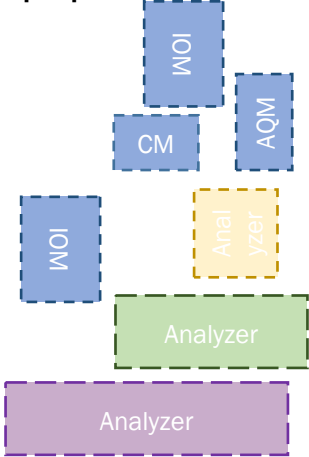
Ex. Operations RFP



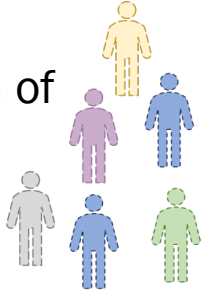
Ex. Operations RFP



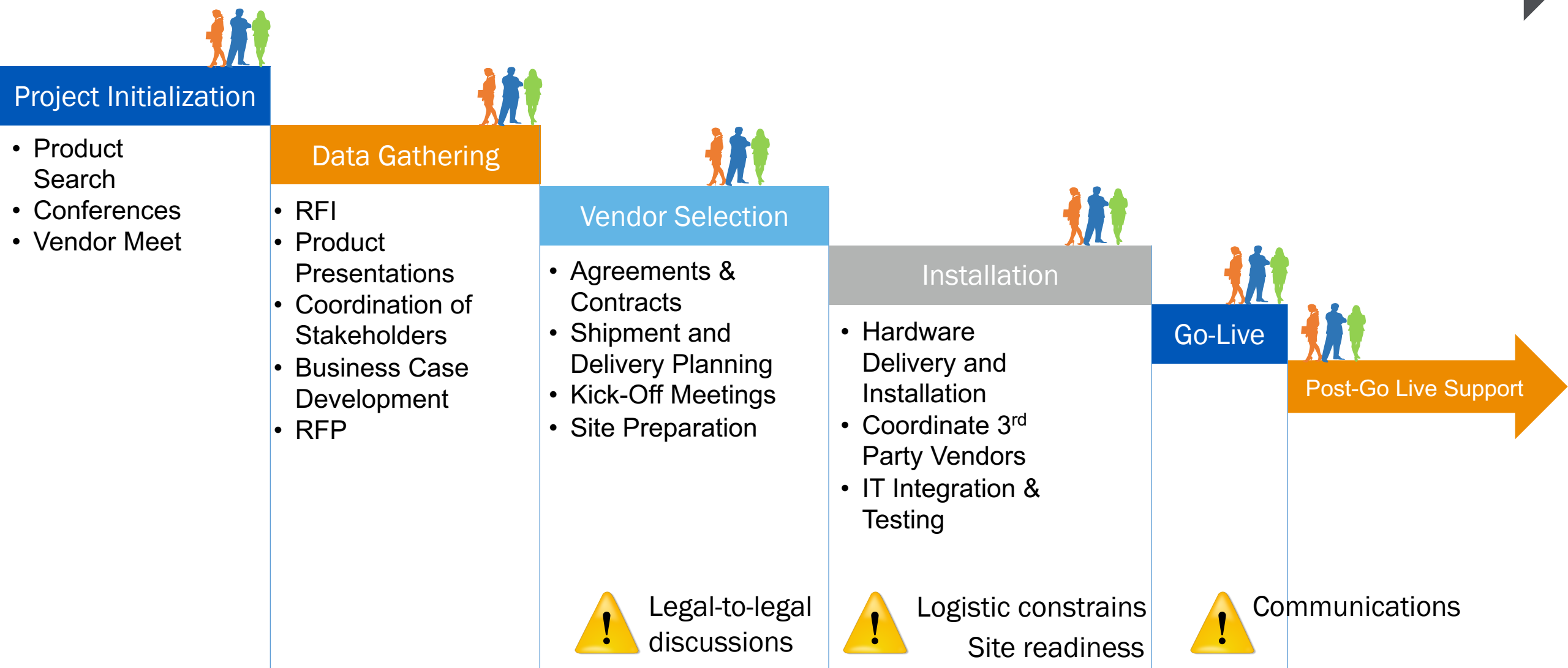
Possible saving of equipment



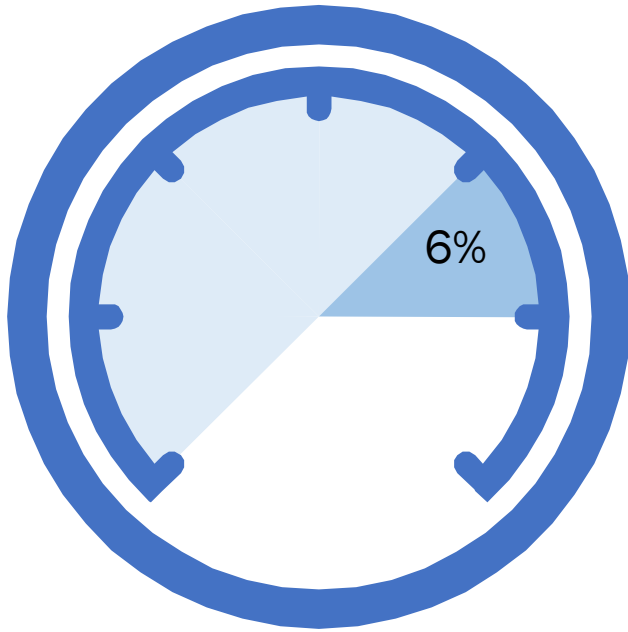
Possible relocation of operators



Open Automation Project



Establish the KPI's



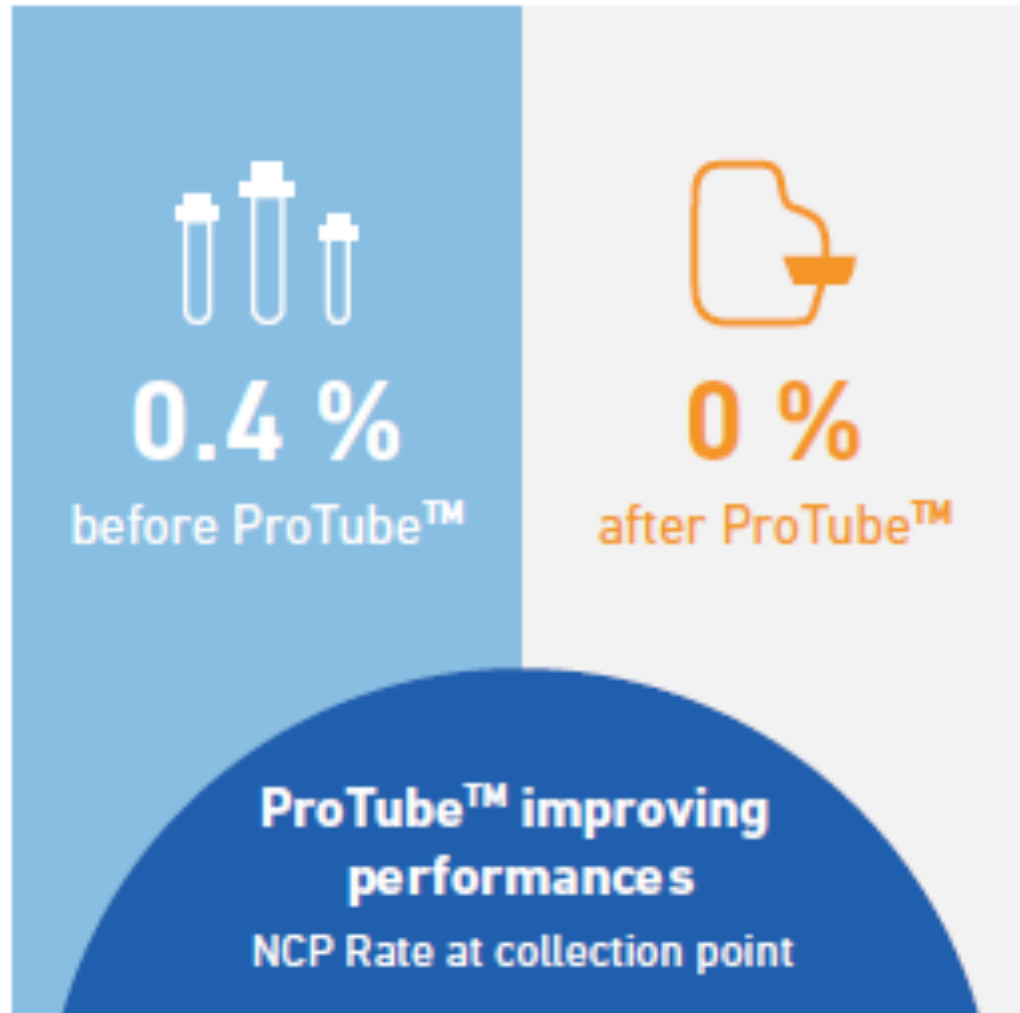
Financial
*Grow 6% with same
Labor*



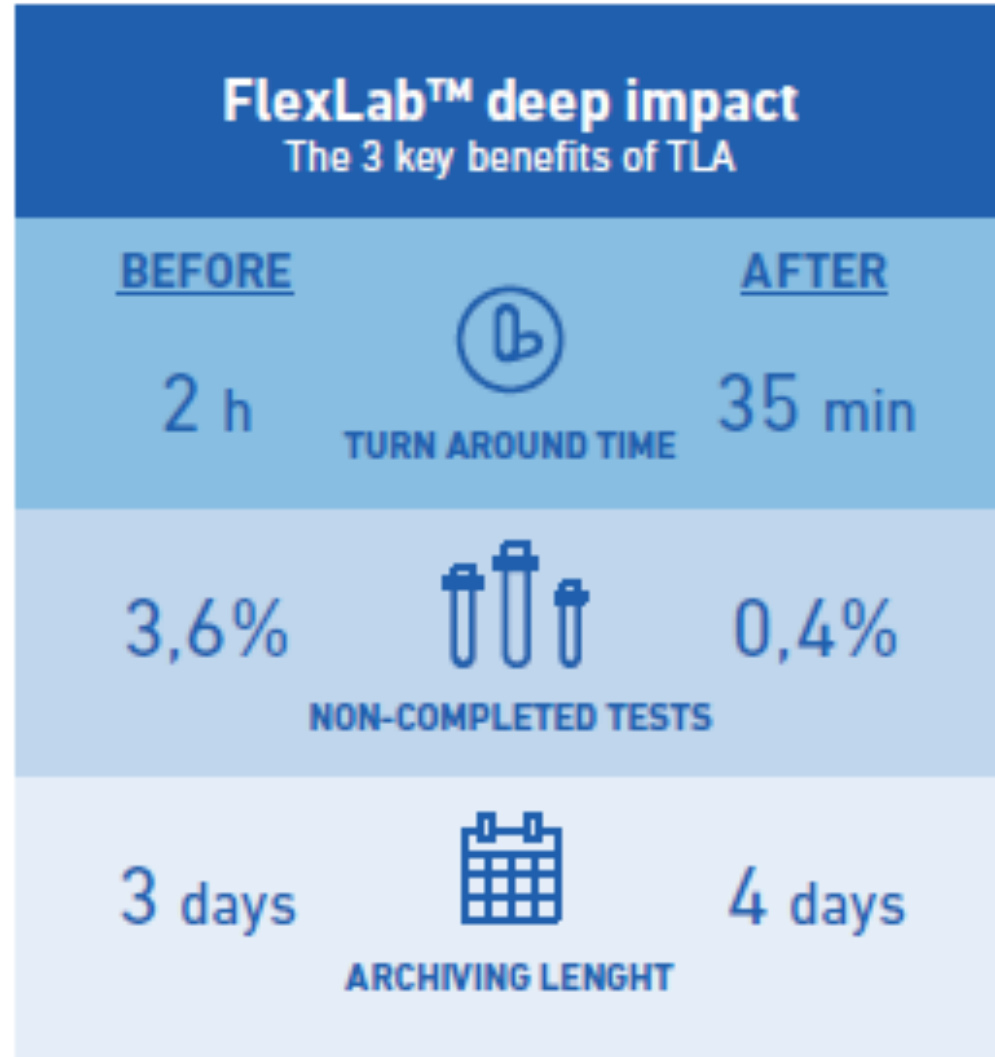
Operational
*Reduce TAT Outliers
by 50%*



Quality
*Reduce Specimen
Rejections by 80%*



Reducing Specimen
Rejection Rates to Zero*



Impacting the Total Patient Experience*

OPEN is the Innovation

Our innovations in Open Automation enable you to create a workflow using your choice in best of breed analyzers to fully maximize your process improvement efforts and build a world class care delivery system to maximize your patients experience.

