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### Coagulation analyzers (point of care, self-monitoring)

Liquid

Lyophilized

Includes QC

• Integrated QC with each analysis

Automatic lockout for QC failure

### For home or POC use, a variety of options

**Anne Ford** 

omething about springtime impels everyone to clean, organize, and consolidate. To wit: Hemo-Sense's redesigned, streamlined test strip package for its INRatio PT/INR monitoring system. "A new packaging design will be introduced mid-2006," says David Phillips, vice president of marketing. "The reduced test strip box size will allow easier storage, handling, and convenience." Another change in the name of efficiency is the system's recently modified test strip dosing area, which, Phillips says, "provides increased visibility for users applying the test sample." Many of the other vendors in this month's instrumentation survey, which features point-of-care and selfmonitoring coagulation analyzers, echo these sentiments of efficiency.

Roche's CoaguChek System family of analyzers, says Randy Pritchard, manager of segment marketing for near-patient testing, "offers the fastest test time and lowest sample size available to the patient and professional markets." Recently added to the CoaguChek ranks in Europe is the CoaguChek XS; "we are actively working to make it available to the U.S. market," Pritchard says.

International Technidyne Corp. has scheduled the release of a new ProTime instrument for this spring. The product "has a new design along with several key software enhancements," says marketing manager Kathy Kornafel. "Several of these new features benefit the professional as well as the patient self-tester." Features include the ability to autosend results to a printer or computer; the new ProTime also accepts and stores patient and operator IDs. Kornafel says that the new ProTime is designed to enhance user ease and convenience, increase results-reporting efficiency, and reduce transcription

She adds that the patient self-testing market is trending toward small instruments that are easy to use, require a small sample size, and provide quick results. "Not to forget low cost!" she adds. "I believe the glucose monitors have set the standard, and people expect Coumadin monitors to follow."

Meanwhile, Instrumentation Laboratory continues to offer its Gem PCL Plus Coagulation Laboratory, a portable, whole-blood system that can be used in point-of-care settings and in tandem with the company's Gem Premier 3000 analyzer in the laboratory. The company calls the PCL Plus easy to use and maintenance-free, adding that the system offers fully automated sample measuring and mixing and is designed to handle fresh or citrated wholeblood samples.

CAP TODAY's survey of point-ofcare and self-monitoring coagulation analyzers includes products from the manufacturers cited above and from Abbott Point of Care, Helena Point of Care, and Medtronic Cardiac Surgery. Vendors supplied the information listed. Readers interested in a particular analyzer should confirm that it has the stated features and capabilities.

Anne Ford is a writer in Chicago.

#### Part 1 of 5 Michael A. Saperstein michael.saperstein@i-stat.com **Marketing Communications** 104 Windsor Center Drive East Windsor, NJ 08520 609-469-0342 i-STAT 1 Instrument name First year sold 4,000/2,900 No. of units sold in U.S./Outside U.S. No. of units sold in 2005 · units sold to: Country where analyzer designed/Manufactured U.S./U.S. Is instrument POC or self-monitoring analyzer? fingerstick, venipuncture (whole blood, anticoagulat-Specimen type ed whole blood) Model type handheld/portable Dimensions in inches (H x W x D)/Weight 9.25 x 3.03 x 2.85/18.34 oz Specimen volume needs accurate volume required (fill line on cuvette) PT/INR, Celite ACT, Kaolin ACT Clotting-based tests for which device has FDA-cleared Tests using other methodologies for which device blood gases, electrolytes, chemistry, immunoassay has FDA-cleared applications (troponin), chem 8+ FDA-cleared tests but not yet clinically released CK-MB Tests submitted for 510(k) clearance Tests in development but not yet submitted for clearance BNP Method of endpoint detection **Quality control methods** Electronic yes

Time (in minutes) to perform control plus specimen test PT & PTT: • ACT: Data management capability

onboard & optional add-on (SW mftr: i-STAT) System can automatically transfer data to information system

yes

yes

yes

2 min

2 min+

yes (additional cost)

Interface supplied by instrument vendor LOINC codes transmitted with results How labs get LOINC codes for reagent kit Commercially available systems for which interfaces are up and running in active user sites Lab can control analyzer remotely

package insert Cerner, Misys, McKesson, Citation, Meditech, others

Real-time wireless linkage to LIS or HIS Positive identification system (e.g. bar code) for:

yes (infrared)

yes (on site)

Onboard system for automatic error detection

Training provided with instrument purchase Approx. No. of training hours needed for:

yes, for sample (volume), reagent/cartridge error

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 Medical staff 1 hr n/a Patient self-testing program is available no Instrument list price \$6,000 Reagent rental or lease only PT: Cost per sample for reagent rental n/a Cost per sample if device purchased n/a • PTT: Cost per sample for reagent rental n/a Cost per sample if device purchased n/a call for pricing ACT: Cost per sample for reagent rental Cost per sample if device purchased call for pricing

Unique advantages (provided by the vendor)

CLIA '88 complexity rating

- · handheld portable device
- QC lockout/operator lockout
- menu: blood gas, chemistry, electrolytes, coagulation, immunoassay
- · bar-code scanner

moderate

· downloader/recharger

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Part 2 of 5		Abbott Point of Care Michael A. Saperstein michael.saperstein@i-stat.com Marketing Communications 104 Windsor Center Drive East Windsor, NJ 08520 609-469-0342	Helena Point of Care Jim Campbell pointofcare@helena.com 1530 Lindbergh Drive Beaumont, TX 77704 800-231-5663 www.helena.com	Helena Point of Care  Jim Campbell pointofcare@helena.com 1530 Lindbergh Drive Beaumont, TX 77704 800-231-5663 www.helena.com
Instrument name First year sold		i-STAT 1992	Actalyke XL 2002	Actalyke Mini II 2004
No. of units sold in U.S./Outside No. of units sold in 2005 • units sold to:	e U.S.		200+/100+ 150+ operating room-40; cardiac cath lab-45; stat lab-15; NICU-15	75+/650+ 250+ —
Country where analyzer design	ed/Manufactured	U.S./U.S.	U.S./U.S.	U.S./U.S.
Is instrument POC or self-moni Specimen type		POC fingerstick, venipuncture (whole blood, anticoagulated whole blood)	POC venipuncture (whole blood)	POC venipuncture (whole blood)
Model type Dimensions in inches (H x W x	D)/Weight	handheld/portable 8.25 x 2.52 x 2.05/18.34 oz	portable 5.6 x 10.7 x 10.3/15 lb	benchtop 6.25 x 6 x 5/6.3 lb
Specimen volume needs		accurate volume required (fill line on cartridge)	accurate volume required (fill line on cuvette)	accurate volume required (fill line on cuvette)
Clotting-based tests for which of applications	levice has FDA-cleared	PT/INR, Celite ACT, Kaolin ACT	activated clotting time (ACT)–whole blood, MAX-ACT: maximum factor XII activation ACT, celite, kaolin, glass	ACT—MAX-ACT, C-ACT, K-ACT, G-ACT
Tests using other methodologic has FDA-cleared applications		blood gases, electrolytes, chemistry	-	-
FDA-cleared tests but not yet of		none	none	_
Tests submitted for 510(k) clea Tests in development but not yet		APTT	APTT (whole blood), PT (whole blood), LMWH, heparin & pro- tamine titration (AMK)	LMWH, APTT (whole blood), PT (whole blood), AMK
Method of endpoint detection  Quality control methods		electrogenic	two-point electromechanical soft-clot detection principle	two-point electromechanical
Electronic		yes	yes	yes
• Liquid		yes	yes (simulated whole blood)	yes (simulated whole blood)
<ul><li>Lyophilized</li><li>Integrated QC with each anal</li></ul>	ysis	yes yes	yes (simulated whole blood) no	yes (simulated whole blood) no
Automatic lockout for QC fail     Other	ure	yes n/a	yes data management for entering heparin dose, L-J chart generation for all controls	no —
Time (in minutes) to perform co	ontrol plus specimen test	2 min	n/a	n/a
• PT: • PT & PTT:		2 min —	n/a n/a	n/a n/a
• ACT:		2 min+	5	5
Data management capability Includes QC System can automatically transfe	er data to information system	onboard & optional add-on (SW mftr: i-STAT) yes (L-J plots)	yes yes	no yes (L-J charts by level/well)
Patient data		yes	yes	_
QC data     Interface supplied by instrument	nt vendor	yes yes (additional cost)	yes interface specifications supplied, POCT1-A compliant	Ξ
LOINC codes transmitted with I	results	_	no	no
How labs get LOINC codes for I	reagent kit		n/a	n/a
Commercially available system up and running in active use		Cerner, Misys, McKesson, Citation, Meditech, others	n/a	_
Lab can control analyzer remot		yes	no	no
Real-time wireless linkage to L Positive identification system ( • Patient specimen		yes (infrared)	yes	
• Reagent		yes yes	yes; yes; all disposables have bar code for identification with use on any Actalyke model	no no
Onboard system for automatic	error detection	yes, for sample (volume), reagent/cartridge error	yes, stuck magnet, no tube; mechanical instrument parameters only; well rotation, temperature, and detection settings	yes, for stuck magnet, printer problems
Training provided with instrum		yes (on site)	yes (on site)	yes (on site)
Approx. No. of training hours n • Medical staff	ccucu IVI.	_	1–2 hr	1 hr
Patient     Patient self-testing program is	available	n/a no	n/a no	n/a no
Instrument list price Reagent rental or lease only Cost per sample for:		\$5,000 yes	\$3,595 purchase, lease, or reagent rental	\$1,095 (battery only)-\$1,249 (with printer and battery) purchase, lease, or reagent rental
PT: Cost per sample for reage		n/a	n/a	_
Cost per sample if device • PTT: Cost per sample for read		n/a n/a	n/a n/a	Ξ
Cost per sample if device		n/a	n/a n/a	_
ACT: Cost per sample for rea Cost per sample if device		call for pricing call for pricing	n/a \$0.74-\$1.76	
CLIA '88 complexity rating	, paronadou	moderate	moderate	90.74-91.76 moderate
Unique advantages (provided b	y the vendor)	handheld     QC lockout/operator lockout	two-point electromechanical "soft-clot" detection principle     MAX-ACT: maximum factor XII activation ACT test, 0.5     mL blood volume, linear up to 10 units of heparin, safer     plastic tube construction, for use on Actalyke and     Hemochron instruments     electronic clotting tube (EQC) that simulates and mimics actual blood clot formation for accurate EQC challenges     integrated printer     3.5-in diskette storage	two-point electromechanical "soft-clot" detection     magnetic detection device—electronic QC/revolution     MAX-ACT tubes, 0.5 mL volume and linear to 6 U/mL     linear up to 6 U/mL of heparin

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Part 3 of 5	HemoSense Inc. David Phillips 651 River Oaks Parkway San Jose, CA 95134 408-719-1393 www.hemosense.com	Instrumentation Laboratory Elizabeth Walsh ewalsh@ilww.com 101 Hartwell Ave. Lexington, MA 02421 781-861-4165 www.ilus.com	International Technidyne Corp. customerservice@itcmed.com 8 Olsen Ave. Edison, NJ 08820 732-548-5700 www.itcmed.com
Instrument name First year sold	INRatio PT/INR 2003	Gem PCL Plus (Portable Coagulation Laboratory) 2003	ProTime Microcoagulation System ProTime Micro: 1995; ProTime 3: 2001; New ProTime: 2006
No. of units sold in U.S./Outside U.S. No. of units sold in 2005 • units sold to:	n/a/n/a — —	_/_ 	_/_ 
Country where analyzer designed/Manufactured Is instrument POC or self-monitoring analyzer? Specimen type	U.S./U.S. POC and self-monitoring analyzer fingerstick	U.S./U.S. POC fresh whole blood, citrated whole blood (fingerstick for	U.S./U.S. POC fingerstick
Model type Dimensions in inches (H x W x D)/Weight	handheld/portable 6.125 x 3 x 2.2 in/8.1 oz	PT) handheld/portable 5.5 x 2 x 3.5/0.75 lb	handheld/portable 2.7 x 4.5 x 8.5/3 lb
Specimen volume needs	accurate volume not necessary (drop) ~15 $\mu$ L	accurate volume not necessary (~50 µL), low sample volume error message if well not filled	small blood sample volume needed, ~25 µL
Clotting-based tests for which device has FDA-cleared applications	PT (reportable range: low 7 sec, high 75 sec; INR: low 0.7, high 7.5)	PT and citrate PT (reportable range: 10–150 sec; INR: 0.8–12), APTT (reportable range: 20–300 sec), ACT (65–1,005 sec), ACT–low range (67–400 sec)	PT (reportable range: low 10 sec, high 130 sec; INR: low 0.8, high 9.9)
Tests using other methodologies for which device	none	none	none
has FDA-cleared applications FDA-cleared tests but not yet clinically released	none	none	none
Tests submitted for 510(k) clearance	none	none	none
Tests in development but not yet submitted for clearance	none	none	_
Method of endpoint detection  Quality control methods	electrochemical detection, change in impedance as sample clots	mechanical endpoint clotting mechanism, monitored optically	mechanical clot detection
Electronic     Liquid	no (not required, built-in 2-level QC on each strip) no (not required, built-in 2-level QC on each strip)	yes yes (simulated whole blood)	no (not required, onboard QC) yes (available as an option but not required due to onboard controls)
Lyophilized     Integrated QC with each analysis	no yes	yes no	no yes
Automatic lockout for QC failure     Other	yes —	yes n/a	yes 2 levels of onboard QC integrated into each cuvette
		<del></del>	
Time (in minutes) to perform control plus specimen test  • PT:	<2	2	<5
• PT & PTT: • ACT:	Ξ	2 1-5	n/a n/a
Data management capability Includes QC System can automatically transfer data to information system	optional add-on (CoagClinic from Standing Stone) no	onboard (via Gem Premier 3000) yes	yes yes (onboard controls)
Patient data     QC data	yes yes	yes yes	yes yes
Interface supplied by instrument vendor	no	n/a	communication cable available
LOINC codes transmitted with results	_	no	_
How labs get LOINC codes for reagent kit  Commercially available systems for which interfaces are	n/a CoagClinic from Standing Stone; PPM from QAS	n/a n/a	— n/a
up and running in active user sites Lab can control analyzer remotely	no	no	no
Real-time wireless linkage to LIS or HIS	no	no	no
Positive identification system (e.g. bar code) for:			
Patient specimen     Reagent	no no	no yes	no yes
Onboard system for automatic error detection	yes, for sample (volume), reagent stability	yes, for sample (volume), reagent, and instrument	yes, for sample (volume) and reagent/cuvette
Training provided with instrument purchase	yes (on site)	yes (on site)	expiration date
Approx. No. of training hours needed for:		• • •	yes (on site)
Medical staff     Patient	1 hr 1 hr	0.5 hr n/a	1 hr 1.5 hr
Patient self-testing program is available	yes	no	yes (training CD/Web-based training)
Instrument list price Reagent rental or lease only Cost per sample for:	\$1,595 professional; \$1,995 self-test no	\$5,329 (volume dependent) outright purchase, lease, reagent rental	\$1,699 professional, \$2,350 consumer yes
PT: Cost per sample for reagent rental     Cost per sample if device purchased	n/a \$5.50 per strip professional; \$10 per self-test	varies with volume varies with volume	volume dependent volume dependent
PTT: Cost per sample for reagent rental     Cost per sample if device purchased	n/a n/a	varies with volume varies with volume	n/a n/a
ACT: Cost per sample for reagent rental	n/a	varies with volume	n/a
Cost per sample if device purchased CLIA '88 complexity rating	n/a waived	varies with volume non-waived	n/a waived
Unique advantages (provided by the vendor)	onboard QC—2 levels of quantitative controls with results     very simple test procedure     human recombinant thromboplastin (ISI 1.0)     non-refrigerated test strips	Gem PCL Plus can be used in conjunction with the Gem Premier 3000; consolidating BG/lytes/glu/lac/Hct testing     comprehensive POC coagulation menu that allows for POC coagulation analysis throughout an institution; whole blood PT, citrate PT, APTT, ACT, and ACT-low range     onboard data management     mandatory operator ID and patient ID options	2 levels of integral reagent control automatically run with each patient     internal instrument checks verify optical, electrical, and mechanical functions—no further calibration required     sensitive thromboplastin reagent (ISI = 1.0), as recommended by AHA, CAP, and WHO     results in less than 5 min     16-hour room temperature open pouch stability of cuvette     bar-coded cuvette—no coding neccessary     accepts and stores patient ID/operator ID     automatically sends test results to printer, computer, LIS     both onboard and external controls available

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Part 4 of 5	International Technidyne Corp. customerservice@itcmed.com 8 Olsen Ave. Edison, NJ 08820 732-548-5700 www.itcmed.com	International Technidyne Corp. customerservice@itcmed.com 8 Olsen Ave. Edison, NJ 08820 732-548-5700 www.itcmed.com	International Technidyne Corp. customerservice@itcmed.com 8 Olsen Ave. Edison, NJ 08820 732-548-5700 www.itcmed.com
Instrument name First year sold	HEMOCHRON Jr.—Signature/Signature+ 1998; Signature+ introduced in 2002	HEMOCHRON Response 2000	HEMOCHRON Signature Elite 2005
No. of units sold in U.S./Outside U.S.	—/—	—/—	_/ <u>_</u>
No. of units sold in 2005 • units sold to:			
Country where analyzer designed/Manufactured Is instrument POC or self-monitoring analyzer? Specimen type	U.S./U.S. POC venipuncture, fingerstick, fresh whole blood, citrated	U.S./U.S. POC venipuncture, fingerstick, fresh whole blood, citrated	U.S./U.S. POC venipuncture, fingerstick, fresh whole blood, citrated
Model type Dimensions in inches (H x W x D)/Weight	blood handheld/portable 2 x 7.5 x 3.75/12 oz	blood handheld/portable 8.7 x 10.5 x 7.5/6.4 lb	blood handheld/portable 2 x 7.5 x 3.7/1.2 lb
Specimen volume needs	accurate volume needed (fill line in cuvette sample well)	accurate volume required (fill line on tubes)	accurate volume needed (fill line in cuvette sample well)
Clotting-based tests for which device has FDA-cleared applications	PT, APTT, PT citrate, APTT citrate, ACT+, ACT-LR	ACT, (FTCA510, KACT, P214), HITT, TT, fib, HRT, KHRT, PRT, KPRT, PDA0, PDA0K, PT, APTT, PT citrated, APTT citrated	PT, APTT, PT citrate, APTT citrate, ACT+, ACT-LR
Tests using other methodologies for which device has FDA-cleared applications	none	none	none
FDA-cleared tests but not yet clinically released	none	none	none
Tests submitted for 510(k) clearance Tests in development but not yet submitted for clearance	Ξ	none —	Ξ
Method of endpoint detection	optical detection of clot	mechanical clot detection	optical detection of clot
Quality control methods	option detection of old	moonumour vice account	opadar actionism of dist
Electronic     Liquid	yes yes (simulated whole blood)	yes yes (simulated whole blood)	yes yes (simulated whole blood)
Lyophilized	yes (simulated whole blood)	yes (simulated whole blood)	yes (simulated whole blood)
Integrated QC with each analysis     Automatic lockout for QC failure	no Signature, no; Signature+, yes	no yes	no yes
• Other	operator lockout	operator lockout	operator lockout
Time (in minutes) to perform control plus specimen test • PT:	2	2	2
• PT & PTT:	2	2	2
• ACT:	1–5	1–5	1–5
Data management capability Includes QC	onboard yes	onboard yes	onboard yes
System can automatically transfer data to information system • Patient data	yes	yes	yes
QC data Interface supplied by instrument vendor	yes yes	yes yes	yes yes
LOINC codes transmitted with results	_	_	_
How labs get LOINC codes for reagent kit Commercially available systems for which interfaces are	— yes	— yes	— yes
up and running in active user sites Lab can control analyzer remotely	no	no	no
Real-time wireless linkage to LIS or HIS Positive identification system (e.g. bar code) for:	no	no	no
Patient specimen     Reagent	no yes	no yes	no yes
Onboard system for automatic error detection	yes, for sample (volume)	yes, for sample (volume) and reagent/expiration date	yes, for sample (volume) and reagent/expiration date
Training provided with instrument purchase	yes (on site)	yes (on site)	yes (on site)
Approx. No. of training hours needed for:  • Medical staff	1 hr	1–2 hr	1 hr
Patient Patient self-testing program is available	n/a no	n/a no	n/a no
Instrument list price	Signature, \$3,825; Signature+, \$5,100	\$4,055	\$7,900
Reagent rental or lease only Cost per sample for:	no	no	no
PT: Cost per sample for reagent rental     Cost per sample if device purchased	n/a —	n/a —	n/a —
PTT: Cost per sample for reagent rental	m/a	— n/a	n/a
Cost per sample if device purchased  • ACT: Cost per sample for reagent rental	— n/a	— n/a	— n/a
Cost per sample if device purchased CLIA '88 complexity rating	— moderate	— moderate	— moderate
Unique advantages (provided by the vendor)	<ul> <li>blood volume—15 µL</li> <li>ease of use</li> <li>data management storage and printing</li> <li>connectivity options</li> <li>configurable QC and operator lockout for Signature+</li> </ul>	QC lockout     data storage and management     connectivity options     RxDx heparin/protamine dosing system	<ul> <li>new compliance technology</li> <li>QC lockout</li> <li>data management storage and printing</li> <li>connectivity options</li> <li>blood volume—15 μL</li> <li>ease of use</li> <li>configurable QC and operator lockout</li> </ul>

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Part 5 of 5	Medtronic Cardiac Surgery 7611 Northland Drive North Minneapolis, MN 55428 800-328-3320 www.medtronic.com	Medtronic Cardiac Surgery 7611 Northland Drive North Minneapolis, MN 55428 800-328-3320 www.medtronic.com	Roche Diagnostics Corp. Point of Care 9115 Hague Rd., Bldg. H Indianapolis, IN 46250 800-852-8766 www.roche.com
Instrument name	HMS Plus	ACT Plus	CoaguChek S System for Prothrombin Time Testing (professional use)
First year sold	1999	2003	2001
No. of units sold in U.S./Outside U.S.  No. of units sold in 2005  units sold to:	/ 89 	_/_ 336 	30,000/100,000 —
Country where analyzer designed/Manufactured	U.S./U.S.	U.S./U.S.	Germany/Germany
Is instrument POC or self-monitoring analyzer? Specimen type	POC venipuncture (whole blood)	POC venipuncture (whole blood)	POC fresh whole blood (venous or fingerstick capillary)
Model type Dimensions in inches (H x W x D)/Weight	benchtop 15.7 x 15 x 13/34 lb	benchtop 11 x 8 x 13/11.5 lb	handheld/portable 1.8 x 4.9 x 6.8/1.0 lb
Specimen volume needs	accurate volume required (automated dispensing)	accurate volume required (fill line on cuvette and optional easy fill accessory)	accurate volume not necessary (drop), minimum 10 $\mu\text{L}$
Clotting-based tests for which device has FDA-cleared applications	ACT, heparin dose response, heparin protamine titration	ACT (high range, low range, recalcified, high range heparinase)	PT (reportable range: low 9.6 sec, high 33.9 sec; INR: low 0.6, high 8.0)
Tests using other methodologies for which device has FDA-cleared applications	none	none	none
FDA-cleared tests but not yet clinically released	_	_	none
Tests submitted for 510(k) clearance Tests in development but not yet submitted for clearance	Ξ	_	none none
Method of endpoint detection  Quality control methods	mechanical clot detection	mechanical clot detection	iron particles mixed with the sample move in magnet- ic fields; reflectance photometry detects change in particle movement with clot formation
Electronic	yes	yes	yes
Liquid     Lyophilized	no yes	no yes	yes no
Integrated QC with each analysis     Automatic lockout for QC failure     Other	no optional (user defined) —	no optional (user defined) —	no no n/a
Time (in minutes) to perform control plus specimen test • PT:	n/a	_	1 min for either test or QC result; QC not required with every sample
• PT & PTT: • ACT:	n/a up to 12 (depending on patient sample)	up to 12 min (depends on patient sample)	n/a n/a
Data management capability Includes QC	yes yes	yes yes	yes, external software programs no
System can automatically transfer data to information system  • Patient data	yes	yes	yes
QC data     Interface supplied by instrument vendor	yes no	yes no	yes software vendor
LOINC codes transmitted with results	<del></del>	<del></del>	n/a
How labs get LOINC codes for reagent kit Commercially available systems for which interfaces are	Web site yes	Web site connectivity applications in development	n/a Coag Clinic from Standing Stone Inc.
up and running in active user sites Lab can control analyzer remotely	no	no	no
Real-time wireless linkage to LIS or HIS Positive identification system (e.g. bar code) for:	no	no	no
Patient specimen	yes	yes	no no
Reagent	yes	yes	no
Onboard system for automatic error detection	yes	yes	yes, for sample (volume) and reagent/cuvette expiration date
Training provided with instrument purchase Approx. No. of training hours needed for:	yes (on site)	yes (on site)	yes (on site)
Medical staff	6 hr	1 hr	1 hr
Patient     Patient self-testing program is available	n/a no	n/a no	n/a no
Instrument list price Reagent rental or lease only Cost per sample for:	\$26,000 rental and purchase available	\$4,200 rental and purchase available	\$1,149 contact Roche Diagnostics sales
PT: Cost per sample for reagent rental	_	_	contact Roche Diagnostics sales
Cost per sample if device purchased  • PTT: Cost per sample for reagent rental	Ξ	Ξ	\$5 n/a
Cost per sample if device purchased  • ACT: Cost per sample for reagent rental	_	_	n/a n/a
Cost per sample if device purchased CLIA '88 complexity rating	customer dependent, per contract moderate (non-waived)	customer dependent, per contract moderate (non-waived)	n/a CLIA waived for professional use
Unique advantages (provided by the vendor)	<ul> <li>automated sample dispensing</li> <li>constant temperature control</li> <li>multiple testing capability</li> <li>HDR: heparin dose response</li> <li>HPT: heparin protamine titration</li> <li>high-range ACT</li> <li>optional bar-code scanner</li> <li>optional data management software</li> </ul>	data management software application     duplicate test results     optional bar-code scanner     optional easy filling accessory	<ul> <li>fast test time—results in 1 minute</li> <li>small sample: 10 μL from fingerstick</li> <li>automatic calibration and system checks for con sistent reliability</li> <li>simple one-button operation makes training easy</li> <li>alliance partnerships with University of Southern Indiana: continuing education—your time, your place</li> </ul>