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	Michael A. Saperstein michael.saperstein@i-stat.com Marketing Communications 104 Windsor Center Drive East Windsor, NJ 08520 609-469-0342	Michael A. Saperstein michael.saperstein@i-stat.co Marketing Communications 104 Windsor Center Drive East Windsor, NJ 08520 609-469-0342
ee accompanying article on page 14 strument name	i-STAT 1	i-STAT
rst year sold	2000	1992
o. of units sold in U.S./Outside U.S. o. of units sold in 2006 units sold to:	4,000/2, 9 00 —	
ountry where analyzer designed/Manufactured	U.S./U.S.	U.S./U.S.
instrument POC or self-monitoring analyzer? pecimen type	POC fingerstick, venipuncture (whole blood, anticoagu-	POC fingerstick, venipuncture (whole blood, anticoag
lodel type	lated whole blood) handheld/portable	lated whole blood) handheld/portable
imensions in inches (H x W x D)/Weight	9.25 x 3.03 x 2.85/18.34 oz	8.25 x 2.52 x 2.05/18.34 oz
pecimen volume needs	accurate volume required (fill line on cuvette)	accurate volume required (fill line on cartridge)
lotting-based tests for which device has FDA-cleared oplications	PT/INR, Celite ACT, Kaolin ACT, CK-MB, BNP	PT/INR, Celite ACT, Kaolin ACT
ests using other methodologies for which device	blood gases, electrolytes, chemistry, immunoassay	blood gases, electrolytes, chemistry
has FDA-cleared applications DA-cleared tests but not yet clinically released	(troponin), chem 8+	nono
		none
ests submitted for 510(k) clearance ests in development but not yet submitted for clearance	_	APTT
ethod of endpoint detection	electrogenic	electrogenic
uality control methods	VOC	VOC
Electronic Liquid	yes yes	yes yes
Lyophilized Integrated QC with each analysis	yes yes	yes
Automatic lockout for QC failure	yes	yes yes
Other	_	n/a
me (in minutes) to perform control plus specimen test	O amin	O min
PT: PT & PTT:	2 min —	2 min —
ACT:	2 min+	2 min+
ata management capability	onboard & optional add-on (SW mftr: i-STAT)	onboard & optional add-on (SW mftr: i-STAT)
cludes QC ystem can automatically transfer data to information system	yes	yes (L-J plots)
Patient data OC data	yes yes	yes yes
terface supplied by instrument vendor	yes (additional cost)	yes (additional cost)
DINC codes transmitted with results	yes	_
ow labs get LOINC codes for reagent kit	package insert	
ommercially available systems for which interfaces are up and running in active user sites	Cerner, Misys, McKesson, Citation, Meditech, others	Cerner, Misys, McKesson, Citation, Meditech, others
ab can control analyzer remotely	yes	yes
eal-time wireless linkage to LIS or HIS ositive identification system (e.g. bar code) for:	yes (infrared)	yes (infrared)
Patient specimen	yes	yes
Reagent	yes	yes
nboard system for automatic error detection	yes, for sample (volume), reagent/cartridge error	yes, for sample (volume), reagent/cartridge erro
raining provided with instrument purchase pprox. No. of training hours needed for:	yes (on site)	yes (on site)
Medical staff	1 hr	-
Patient atient self-testing program is available	n/a no	n/a no
strument list price	\$6,000	\$5,000
eagent rental or lease only ost per sample for:	yes	yes
PT: Cost per sample for reagent rental	n/a	n/a
Cost per sample if device purchased PTT: Cost per sample for reagent rental	n/a n/a	n/a n/a
Cost per sample if device purchased ACT: Cost per sample for reagent rental	n/a	n/a call for pricing
Cost per sample for reagent rental Cost per sample if device purchased LIA '88 complexity rating	call for pricing call for pricing moderate	call for pricing call for pricing moderate
nique advantages (provided by the vendor)	handheld portable device QC lockout/operator lockout menu: blood gas, chemistry, electrolytes, coagu-	handheld QC lockout/operator lockout
	lation, immunoassay • bar-code scanner	

1 2				
1	Part 2 of 5	Helena Point of Care Jim Campbell pointofcare@helena.com	Helena Point of Care Jim Campbell pointofcare@helena.com	HemoSense Inc. David Phillips
		1530 Lindbergh Drive Beaumont, TX 77704 800-231-5663	1530 Lindbergh Drive Beaumont, TX 77704 800-231-5663	651 River Oaks Parkway San Jose, CA 95134 408-719-1393
Ŀ	See accompanying article on page 14	www.helena.com	www.helena.com	www.hemosense.com
	nstrument name First year sold	Actalyke XL 2002	Actalyke Mini II 2004	INRatio PT/INR 2003
	No. of units sold in U.S./Outside U.S. No. of units sold in 2006	200+/100+	75+/650+ —	n/a/n/a —
	units sold to:	operating room-40; cardiac cath lab-45; stat lab-15; NICU-15	_	-
ı	Country where analyzer designed/Manufactured s instrument POC or self-monitoring analyzer? Specimen type	U.S./U.S. POC venipuncture (whole blood)	U.S./U.S. POC venipuncture (whole blood)	U.S./U.S. POC and self-monitoring analyzer fingerstick
	Model type Dimensions in inches (H x W x D)/Weight	portable 5.6 x 10.7 x 10.3/15 lb	portable 6.25 x 6 x 5/6.3 lb	handheld/portable 6.125 x 3 x 2.2 in/8.1 oz
9	Specimen volume needs	accurate volume required (fill line on cuvette)	accurate volume required (fill line on cuvette)	accurate volume not necessary (drop) ~15 μL
	Clotting-based tests for which device has FDA-cleared applications	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	PT (reportable range: low 7 sec, high 75 sec; INR: low 0.7, high 7.5)
1	Tests using other methodologies for which device	_	_	none
F	has FDA-cleared applications FDA-cleared tests but not yet clinically released	none	_	none
	Tests submitted for 510(k) clearance Tests in development but not yet submitted for clearance	— APTT (whole blood), PT (whole blood), LMWH, heparin & protamine titration (AMK)	— LMWH, APTT (whole blood), PT (whole blood), AMK	none none
ı	Method of endpoint detection	two-point electromechanical soft-clot detection principle	two-point electromechanical	electrochemical detection, change in impedance as sample clots
	Quality control methods • Electronic	yes	yes	no (not required, built-in 2-level QC on each strip)
١	Liquid Lyophilized	yes (simulated whole blood) yes (simulated whole blood)	yes (simulated whole blood) yes (simulated whole blood)	no (not required, built-in 2-level QC on each strip) no
١	Integrated QC with each analysis Automatic lockout for QC failure	no yes	no no	yes yes
	• Other Time (in minutes) to perform control plus specimen test	data management for entering heparin dose, L-J chart generation for all controls	_	_
١ ،	PT: PT & PTT:	n/a n/a	n/a n/a	<2 _
	ACT:	5	5	_
1	Data management capability ncludes QC System can automatically transfer data to information system	yes yes	no no	optional add-on (CoagClinic from Standing Stone) yes
١ •	• Patient data • QC data nterface supplied by instrument vendor	yes yes interface specifications supplied, POCT1-A compliant	_ _ _	yes yes no
	OINC codes transmitted with results	no	no	_
	low labs get LOINC codes for reagent kit Commercially available systems for which interfaces are	n/a n/a	n/a —	n/a CoagClinic from Standing Stone; PPM from QAS
L	up and running in active user sites ab can control analyzer remotely	no	no	no
	Real-time wireless linkage to LIS or HIS Positive identification system (e.g. bar code) for:	yes	_	no
	Patient specimen PReagent	yes yes; all disposables have bar code for identification with use on any Actalyke model	no no	no no
(Onboard system for automatic error detection	yes, stuck magnet, no tube; mechanical instrument parameters only; well rotation, temperature, and detection settings	yes, for stuck magnet, printer problems	yes, for sample (volume), reagent stability
	Fraining provided with instrument purchase Approx. No. of training hours needed for:	yes (on site)	yes (on site)	yes (on site)
١	Approx. No. or training nours needed for: • Medical staff • Patient	1–2 hr n/a	1 hr n/a	1 hr 1 hr
F	Patient self-testing program is available	no	no	yes
F	nstrument list price Reagent rental or lease only Cost per sample for:	\$3,695 purchase, lease, or reagent rental	\$1,205-\$1,375 (battery only)-\$1,249 (with printer and battery) purchase, lease, or reagent rental	\$1,595 professional; \$1,995 self-test no
	PT: Cost per sample for reagent rental Cost per sample if device purchased	n/a n/a		depends on volume \$5.50 per strip professional; \$10 per self-test
ı	PTT: Cost per sample for reagent rental Cost per sample if device purchased ACT: Cost per sample for reagent rental	n/a n/a n/a		n/a n/a n/a
	Cost per sample for reagent rental Cost per sample if device purchased CLIA '88 complexity rating	\$0.74-\$1.76 moderate		n/a waived
ι	Jnique advantages (provided by the vendor)	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-inch 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 electronic clotting tube (ECT) available	onboard QC—2 levels of quantitative controls with reportable results simple 3-step test process human recombinant thromboplastin (ISI 1.0) non-refrigerated test strips one unmeasured drop 12-month dating on test strips room temperature storage of test strips 60 patient memory including QC values

Part 3 of 5	Instrumentation Laboratory	International Technidyne Corp.	International Technidyne Corp.
	Elizabeth Walsh ewalsh@ilww.com	customerservice@itcmed.com	customerservice@itcmed.com 8 Olsen Ave.
	101 Hartwell Ave. Lexington, MA 02421	8 Olsen Ave. Edison, NJ 08820	Edison, NJ 08820
	781-861-4165	732-548-5700	732-548-5700
See accompanying article on page 14	www.ilus.com	www.itcmed.com	www.itcmed.com
Instrument name	Gem PCL Plus (Portable Coagulation Laboratory)	ProTime Microcoagulation System	HEMOCHRON Jr.—Signature/Signature+
First year sold	2003	ProTime Micro: 1995; ProTime 3: 2001; New ProTime: 2006	1998; Signature+ introduced in 2002
			,
No. of units sold in U.S./Outside U.S. No. of units sold in 2006	_/_ _	_/_ _	_/_ _
• units sold to:	_	_	_
Country where analyzer designed/Manufactured	U.S./U.S.	U.S./U.S.	U.S./U.S.
Is instrument POC or self-monitoring analyzer?	POC	POC	POC
Specimen type	fresh whole blood, citrated whole blood (fingerstick for PT)	fingerstick	venipuncture, fingerstick, fresh whole blood, citrated blood
Model type	handheld/portable	handheld/portable	handheld/portable
Dimensions in inches (H x W x D)/Weight	5.5 x 2 x 3.5/0.75 lb	2.7 x 4.5 x 8.5/3 lb	2 x 7.5 x 3.75/12 oz
Specimen volume needs	accurate volume not necessary (~50 µL), low sample	small blood sample volume needed, ~25 µL	accurate volume needed (fill line in cuvette sample well)
	volume error message if well not filled	, , , , , , , , , , , , , , , , , , , ,	,
Clotting-based tests for which device has FDA-cleared	PT and citrate PT (reportable range: 10-150 sec; INR:	PT (reportable range: low 10 sec, high 130 sec;	PT, APTT, PT citrate, APTT citrate, ACT+, ACT-LR
applications	0.8-12), APTT (reportable range: 20-300 sec), ACT	INR: low 0.8, high 9.9)	
	(65–1,005 sec), ACT-low range (67–400 sec)		
Tests using other methodologies for which device	none	none	none
has FDA-cleared applications		10110	
FDA-cleared tests but not yet clinically released	none	none	none
Tacts submitted for 510/b) alegrance	none	none	_
Tests submitted for 510(k) clearance Tests in development but not yet submitted for clearance	none none	none —	_
Method of endpoint detection	mechanical endpoint clotting mechanism, monitored	mechanical clot detection	optical detection of clot
modiou of onupolit ueteotion	optically	moonamoa oot ugtgotton	opaioui uotootioli Ui olut
Quality control methods	•		
Electronic Liquid	yes yes (simulated whole blood)	no (not required, onboard QC) yes (available as an option but not required due to	yes yes (simulated whole blood)
Liquid	yes (simulated whole blood)	onboard controls)	yes (simulated whole blood)
Lyophilized	yes	no	yes (simulated whole blood)
Integrated QC with each analysis Automotic lockout for QC failure	no No	yes	NO Signature no Signature : yea
Automatic lockout for QC failure Other	yes n/a	yes 2 levels of onboard QC integrated into each cuvette	Signature, no; Signature+, yes operator lockout
	174	2 lovolo di diibuli a do intogratoa into dadii davotto	oporator rookout
Time (in minutes) to perform control plus specimen test	_	_	_
• PT: • PT & PTT:	2 2	<5 n/a	2 2
• ACT:	2 1–5	n/a	z 1–5
Data management capability Includes QC	onboard (via Gem Premier 3000) yes	yes yes (onboard controls)	onboard yes
System can automatically transfer data to information system	y63	yes (onboard controls)	you
Patient data	yes	yes	yes
QC data Interfere complied by instrument yearder	yes n/a	yes communication cable available	yes
Interface supplied by instrument vendor	II/a	Communication capie available	yes
LOINC codes transmitted with results	no	_	_
How labs get LOINC codes for reagent kit	n/a		_
Commercially available systems for which interfaces are up and running in active user sites	n/a	n/a	yes
Lab can control analyzer remotely	no	no no	no
Post Aires estados a Malores do 110 en 1110			
Real-time wireless linkage to LIS or HIS Positive identification system (e.g. bar code) for:	no	no	no
Patient specimen	no	no	no
• Reagent	yes	yes	yes
Onhoard eyetom for automotic orrest detection		vae for cample (volume) and reasont/accept	
Onboard system for automatic error detection	yes, for sample (volume), reagent, and instrument	yes, for sample (volume) and reagent/cuvette expiration date	yes, for sample (volume)
	, , , , , , , , , , , , , , , , , , , ,		
Training provided with instrument purchase Approx. No. of training hours needed for:			
Approx. No. or training nours needed for: Medical staff	yes (on site)	yes (on site)	yes (on site)
• Patient	0.5 hr	1 hr	1 hr
Patient self-testing program is available	n/a	1.5 hr	n/a
Instrument list price	no	yes (training CD/Web-based training)	no
Reagent rental or lease only	\$5,329 (volume dependent)	\$1,749 professional, \$2,350 consumer	Signature, \$3,825; Signature+, \$5,100
Cost per sample for:	outright purchase, lease, reagent rental	yes	no
PT: Cost per sample for reagent rental Cost per sample if device purchased	varies with volume varies with volume	volume dependent volume dependent	n/a —
PTT: Cost per sample for reagent rental	varies with volume	n/a	n/a
Cost per sample if device purchased	varies with volume	n/a	-
ACT: Cost per sample for reagent rental Cost per sample if dovice purchased.	varies with volume	n/a	n/a
Cost per sample if device purchased CLIA '88 complexity rating	varies with volume non-waived	n/a waived	moderate
Unique advantages (provided by the vendor)		2 levels of integral reagent control automatically run	 blood volume—15 μL ease of use
onique auvantages (provided by the vendor)	Gem PCL Plus can be used in conjunction with the Gem Promier 2000: cancellidating PC (lutes/glu/les/Het		• case of use
onique auvantages (provided by the vention)	Gem PCL Plus can be used in conjunction with the Gem Premier 3000; consolidating BG/lytes/glu/lac/Hct testing	with each patient internal instrument checks verify optical, electrical,	
onique auvantages (provided by the vention)	Gem Premier 3000; consolidating BG/lytes/glu/lac/Hct testing • comprehensive POC coagulation menu that allows for	 internal instrument checks verify optical, electrical, and mechanical functions—no further calibration 	data management storage and printingconnectivity options
onique auvantages (provided by the vention)	Gem Premier 3000; consolidating BG/lytes/glu/lac/Hct testing • comprehensive POC coagulation menu that allows for POC coagulation analysis throughout an institution;	 internal instrument checks verify optical, electrical, and mechanical functions—no further calibration required 	data management storage and printingconnectivity optionsconfigurable QC and operator lockout for
onique auvantages (provided by the vention)	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	internal instrument checks verify optical, electrical, and mechanical functions—no further calibration required sensitive thromboplastin reagent (ISI = 1.0), as	data management storage and printingconnectivity options
onique auvantages (provided by the vention)	Gem Premier 3000; consolidating BG/lytes/glu/lac/Hct testing • comprehensive POC coagulation menu that allows for POC coagulation analysis throughout an institution;	 internal instrument checks verify optical, electrical, and mechanical functions—no further calibration required 	data management storage and printingconnectivity optionsconfigurable QC and operator lockout for
Onique auvantages (provided by the ventor)	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	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 minutes 16-hour room temperature open pouch stability of	data management storage and printingconnectivity optionsconfigurable QC and operator lockout for
Onique auvantages (provided by the ventor)	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	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 minutes 16-hour room temperature open pouch stability of cuvette	 data management storage and printing connectivity options configurable QC and operator lockout for
Onique auvantages (provided by the ventor)	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	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 minutes 16-hour room temperature open pouch stability of cuvette bar-coded cuvette—no coding neccessary	 data management storage and printing connectivity options configurable QC and operator lockout for
Onique auvantages (provided by the ventor)	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	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 minutes 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	 data management storage and printing connectivity options configurable QC and operator lockout for
Omque auvantages (provided by the ventor)	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	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 minutes 16-hour room temperature open pouch stability of cuvette bar-coded cuvette—no coding neccessary accepts and stores patient ID/operator ID	 data management storage and printing connectivity options configurable QC and operator lockout for

Part 4 of 5	International Technidyne Corp. customerservice@itcmed.com 8 Olsen Ave. Edison, NJ 08820 732-548-5700	International Technidyne Corp. customerservice@itcmed.com 8 Olsen Ave. Edison, NJ 08820 732-548-5700	Medtronic Cardiac Surgery 7611 Northland Drive North Minneapolis, MN 55428 800-328-3320 www.medtronic.com
See accompanying article on page 14	www.itcmed.com	www.itcmed.com	www.meditonic.com
Instrument name First year sold	HEMOCHRON Response 2000	HEMOCHRON Signature Elite 2005	HMS Plus 1999
No. of units sold in U.S./Outside U.S. No. of units sold in 2006	_/_ _	_/_ _	—/— 85
units sold to: Country where analyzer designed/Manufactured			 U.S./U.S.
Is instrument POC or self-monitoring analyzer? Specimen type	POC venipuncture, fingerstick, fresh whole blood, citrated	POC venipuncture, fingerstick, fresh whole blood, citrated	POC venipuncture (whole blood)
	blood	blood	
Model type Dimensions in inches (H x W x D)/Weight	handheld/portable 8.7 x 10.5 x 7.5/6.4 lb	handheld/portable 2 x 7.5 x 3.7/1.2 lb	benchtop 15.7 x 15 x 13/34 lb
Specimen volume needs	accurate volume required (fill line on tubes)	accurate volume needed (fill line in cuvette sample well)	accurate volume required (automated dispensing)
Clotting-based tests for which device has FDA-cleared applications	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	ACT, heparin dose response, heparin protamine titration
Tests using other methodologies for which device	none	none	none
has FDA-cleared applications FDA-cleared tests but not yet clinically released	none	none	-
Tests submitted for 510(k) clearance	none	_	_
Tests in development but not yet submitted for clearance	_	_	_
Method of endpoint detection	mechanical clot detection	optical detection of clot	mechanical clot detection
Quality control methods			
Electronic	yes	yes yes (simulated whole blood)	yes
Liquid Lyophilized	yes (simulated whole blood) yes (simulated whole blood)	yes (simulated whole blood)	no yes
Integrated QC with each analysis Automatic lockout for QC failure	no yes	no yes	no optional (user defined)
• Other	operator lockout	operator lockout	——————————————————————————————————————
Time (in minutes) to perform control plus specimen test • PT:	2	2	n/a
• PT & PTT:	2	2	n/a
• ACT:	1–5	1–5	up to 12 (depending on patient sample)
Data management capability Includes QC	onboard yes	onboard yes	yes 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 no
	, 00	you	
LOINC codes transmitted with results How labs get LOINC codes for reagent kit Commercially available systems for which interfaces are	— — yes	— — yes	— Web site Telcor, RALS Plus in development
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	no	no	yes
• Reagent	yes	yes	yes
Onboard system for automatic error detection	yes, for sample (volume) and reagent/expiration date	yes, for sample (volume) and reagent/expiration date	yes
Training provided with instrument purchase Approx. No. of training hours needed for:	yes (on site)	yes (on site)	yes (on site)
Medical staff	1–2 hr	1 hr	6 hr
Patient Patient self-testing program is available	n/a no	n/a no	n/a no
Instrument list price	\$4,055	\$7,900	\$26,000
Reagent rental or lease only Cost per sample for:	no	no	rental and purchase available
PT: Cost per sample for reagent rental	n/a	n/a	_
Cost per sample if device purchased • PTT: Cost per sample for reagent rental	— n/a	 n/a	_
Cost per sample if device purchased	_	_	Ξ
ACT: Cost per sample for reagent rental Cost per sample if device purchased CLIA 399 complexity rating	n/a — moderate	n/a — moderate	customer dependent, per contract
CLIA '88 complexity rating	moderate	moderate	moderate (non-waived)
Unique advantages (provided by the vendor)	 QC lockout data storage and management connectivity options RxDx heparin/protamine dosing system 	 new compliance technology QC lockout data management storage and printing connectivity options blood volume—15 µL ease of use configurable QC and operator lockout 	 automated sample dispensing constant temperature control multiple testing capability HDR: heparin dose response HPT: heparin protamine titration high-range ACT optional bar-code scanner optional data management software

Part 5 of 5	Medtronic Cardiac Surgery 7611 Northland Drive North	Roche Diagnostics	Roche Diagnostics
	7611 NORTHIANG DRIVE NORTH Minneapolis, MN 55428	Roche Sales 9115 Haque Rd.	Roche Sales 9115 Haque Rd.
	800-328-3320	Indianapolis, IN 46250	Indianapolis, IN 46250
	www.medtronic.com	800-852-8766	800-852-8766
See accompanying article on page 14		www.roche-diagnostics.com	www.roche-diagnostics.com
Instrument name	ACT Plus	CoaguChek XS PT Test System	CoaguChek S System for Prothrombin Time Testing (professional use)
First year sold	2003	2006 (international)/2007 (U.S.)	2001
No. of units sold in U.S./Outside U.S. No. of units sold in 2006	—/— 415	-/-	30,000/100,000
• units sold to:	-	Ξ	Ξ
Country where analyzer designed/Manufactured	U.S./U.S.	Germany/Germany	Germany/Germany
Is instrument POC or self-monitoring analyzer? Specimen type	POC venipuncture (whole blood)	POC and self-monitoring fresh whole blood (venous or fingerstick capillary)	POC fresh whole blood (venous or fingerstick capillary)
Model type Dimensions in inches (H x W x D)/Weight	benchtop 11 x 8 x 13/11.5 lb	handheld/portable 5.43 x 3.07 x 1.10/4.48 oz	handheld/portable 1.8 x 4.9 x 6.8/1.0 lb
Specimen volume needs	accurate volume required (fill line on cuvette and optional easy fill accessory)	accurate volume not necessary (drop), minimum 10 μL	accurate volume not necessary (drop), minimum 10 µL
Clotting-based tests for which device has FDA-cleared	ACT (high range, low range, recalcified, high range	PT (reportable range: low 9.6 sec, high 96 sec;	PT (reportable range: low 9.6 sec, high 33.9 sec;
applications	heparinase)	INR: low 0.8, high 8.0)	INR: low 0.6, high 8.0)
Tests using other methodologies for which device has FDA-cleared applications	none	none	none
FDA-cleared applications FDA-cleared tests but not yet clinically released	_	none	none
Tests submitted for 510(k) clearance	_	CoaguChek XS Plus System (professional use only)	none
Tests in development but not yet submitted for clearance	_	none	none
Malhad of andraint data the	makental det det ette	announnable detection	toon manifestor when deviate at
Method of endpoint detection Quality control methods	mechanical clot detection	amperometric detection	iron particles mixed with the sample move in magnet- ic fields; reflectance photometry detects change in particle movement with clot formation
Electronic	yes	no	yes
• Liquid	no	no	yes
Lyophilized Integrated QC with each analysis	yes	NO VOC	no no
Automatic lockout for QC failure	no optional (user defined)	yes no	no no
• Other	—	n/a	n/a
Time (in minutes) to perform control plus specimen test • PT:	_	< 1 minute	1 min for either test or QC result; QC not required with
• PT & PTT:	_	n/a	every sample n/a
• ACT:	up to 12 min (depends on patient sample)	n/a	n/a
Data management capability	yes	110	yes, external software programs
Includes QC	yes yes	no no	yes, external software programs no
	yes		no
Includes QC System can automatically transfer data to information system Patient data QC data		no	
Includes QC System can automatically transfer data to information system • Patient data	yes yes	no no	no yes
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