

Automated diagnostic instruments

CEPHEID will be showcasing the latest developments in molecular diagnostics. Visitors to the Cepheid stand will be offered a glimpse at the future of molecular diagnostics with the GeneXpert Infinity-48s workstation. The latest addition to the GeneXpert range of automated diagnostics instruments, this consolidated platform enables a comprehensive menu of tests to be run on a single system, by a single operator, using the company's cartridge technology. Its exclusive 'load and go' capability provides maximum flexibility in terms of system placement, staffing and testing options, helping to improve productivity and address ever-increasing throughput demands. Cepheid will also be highlighting several new



diagnostic tests, including the Xpert HPV and Xpert Norovirus assay kits, as well as an updated version of the Xpert Flu test.

Managed services to the NHS

GENMED GROUP provides vendor independent, flexible, scalable managed services to the NHS. As prime contractor, it provides a full choice of appropriate suppliers, equipment and services. Since 2007, the company has grown rapidly and now manages 65 managed service contracts (MSCs) in pathology, endoscopy, healthcare IT and surgery. New contract structures are continually under development and there is no area of healthcare that cannot benefit from the financial and operational efficiencies which a Genmed MSC offers. Genmed is appointed to the LPP national framework for vendor neutral managed service providers. The company can also organise mini-competitions for suppliers within the MSC – saving time and cost.

Reducing time-to-result

Since 1897, **BD** has been committed to providing high quality products to the healthcare industry. In recent years BD has joined with BD Kiestra to provide a microbiology solution that is tailored to suit individual requirements. BD offers complete microbiology solutions aimed at saving money, improving lab efficiency and meeting clinical efficiency targets. In clinical laboratories worldwide, the company has worked with customers to implement innovative infectious disease diagnostic and information systems with the enhanced integration and lean processes required to boost laboratory efficiency and support clinical responsiveness. BD and BD Kiestra have had success in reducing time-to-result and providing clinicians with reliable, actionable, comprehensive information sooner, resulting in improved patient outcomes.

Rapid testing of STIs

The **ATLAS** io point-of-care platform provides clinicians and healthcare professionals with an accurate, actionable test result in around 30 minutes. Atlas's initial focus is on sexually transmitted infections where the io platform allows clinicians to make informed treatment decisions in a single patient visit to a clinic, improving patient outcomes and reducing the spread of infection.

The Atlas io multi-test system comprises a small, low cost, easy-to-use instrument (the io reader) and a

test-specific disposable (the io cartridge). Following simple addition of the raw patient specimen to the cartridge, the cartridge is then inserted in to the reader. The user follows a few on-screen prompts to start the test which is then performed under complete instrument control, with no further user intervention required. The io system provides fully customisable user control settings, end-to-end specimen tracking, hospital/laboratory information system connectivity and an internal process control which is automatically performed with every test to verify the test result.



Interactive training

HORIBA will be highlighting its new interactive laboratory configuration application. Visitors to the stand can discuss how the company can assist with their training needs through a bespoke e-learning and Quality Slide Programme. They can also use the company's new software Horibaville to view the complete product portfolio, including the most recent addition to the HORIBA family, the Pentra XLR.

Complete solutions for point-of-care testing

ABBOTT POINT OF CARE is committed to meeting its customers' distinct needs with complete solutions through innovative point-of-care technology, process improvements, and best-in-practice services that meet the highest quality standards. Managing a POC testing programme is often demanding and complex. To support increased awareness and continuous professional development of point-of-care coordinators and

biomedical scientists, Abbott Point of Care will be facilitating presentations (by NHS & Abbott Point of Care guest speakers). Topics for discussion include:

- The introduction of the i-STAT system into Emergency Departments and other acute care areas.
- The impact of process change in an emergency department.
- Introducing a new POC technology on the near horizon.



POC analysers help to evolve pathology services

RADIOMETER's range of point-of-care (POC) analysers – the ABL800 FLEX, the ABL90 FLEX and the AQT90 FLEX – have helped pathology services at the Royal Cornwall Hospitals Trust to meet diagnostic testing demands in remote locations. Louise Silver, nurse practitioner and manager of the urgent care centre (UCC) at the West Cornwall Hospital, Penzance, explained: “The UCC provides ‘middle ground’ emergency care for patients with minor injuries and acute illnesses, with more serious cases being referred to the main Trust site at Treliske

Hospital in Truro. Geographically, Penzance is quite isolated – it is 28 miles from Treliske – and it is important to be able to offer an intermediate triage service. POC testing gives us fast turnaround times, helping to speed up patient care without having to wait for results to arrive from the pathology laboratory in Truro.”

Helen Hobba, senior biomedical scientist and lead in point of care for biochemistry at Treliske Hospital, continued: “As well as the POC analysers, we have Radiometer's AQUIRE software. This provides the laboratory



with a really useful remote link to the instruments, allowing us to monitor the analysers and, if necessary, troubleshoot from a distance, which saves a great deal of time. We can see the status of the instrument and offer advice to users over the phone, which is particularly useful when assistance is needed at Penzance, saving both time and money.”

POCT process management solution

CLINISYS Point-of-Care Testing (POCT) Solutions, powered by Conworx, is a leading IT solution for POCT process management and data governance. Compatible with over 100 different POCT products covering the full range of analytical testing from blood gas to coagulation, POCT Solutions delivers a single central platform to manage all POCT devices irrespective of manufacturer. This ensures that all users, devices, reagents, control lots and other information can be centrally maintained – thus reducing effort and improving quality. Data governance through to the patient record is assured through POCT Solutions being fully interoperable with all major hospital PAS and HIS systems as well as with CLINISYS LIMS.

Subject to type and location of the POCT devices in use, a POCT Solution is available, i.e. POCT Ward for accident and emergency departments, critical care wards or outpatient departments; POCT Community for outside the hospital e.g. community pharmacies, GP surgeries; POCT Home when connecting to devices

at the patients' home. POCT Enterprise provides a complete end-to-end solution encompassing all modules.

Delegates will be able to discuss their pathology needs and see some of the company's latest products and solutions, including:

- WinPath Enterprise – laboratory information management solution.
- CyberLab – electronic requesting and results reporting service.
- Logistics Manager – managing the specimen journey.
- POCT Enterprise – point-of-care testing and community based test integration.
- PathSpeech – digital dictation and speech recognition.
- Imaging – integrated image management.
- PathManager – advanced management reporting and business intelligence.
- Dashboards – real-time performance management.

CLINISYS is also sponsoring and running the Cyber Café at the IBMS Congress this year.

Recruitment service

YOUR WORLD HEALTHCARE specialises in providing biomedical science staff in both the NHS and private sector. It provides a comprehensive recruitment service including the following disciplines: andrology, anatomical pathology, biochemistry, blood transfusion, cytology, haematology, histology, immunology, microbiology, molecular biology, virology and medical laboratory assistants.



Water purification for clinical diagnostics

ELGA PROCESS WATER, a Veolia Water Solutions and Technologies company, has introduced the Medica Pro EDI – a new EDI (electrodeionisation) water purification system for the clinical diagnostic market.

The system has been developed to produce high purity water at economical running costs for a wide range of applications – including for immunochemistry and general chemistry automatic clinical analysers. ELGA's pulse technology integrates EDI which combines ion exchange resins and ion-selective membranes with direct current to efficiently remove ionised impurities from water. It is complemented by



pre-treatment, reverse osmosis, 254 nm UV lamp and ultra micro filtration to produce CLSI Type II pure water that meets and exceeds ASTM D1193, ISO 3696 plus European, USA and Japanese Pharmacopeia standards with guaranteed bacterial specifications <1cfu/mL.

Wide range of laboratory products

TRIPLE RED is a specialist supplier of laboratory products for tissue culture and related applications. The company sells and services a range of equipment including CO₂ incubators, safety cabinets, autoclaves, centrifuges, ultra low freezers, liquid nitrogen storage, and laboratory labelling. It also offers a range of lab water purification systems supported by experts who can service and maintain the equipment as well as supplying all the consumables required for most makes of water purification systems.