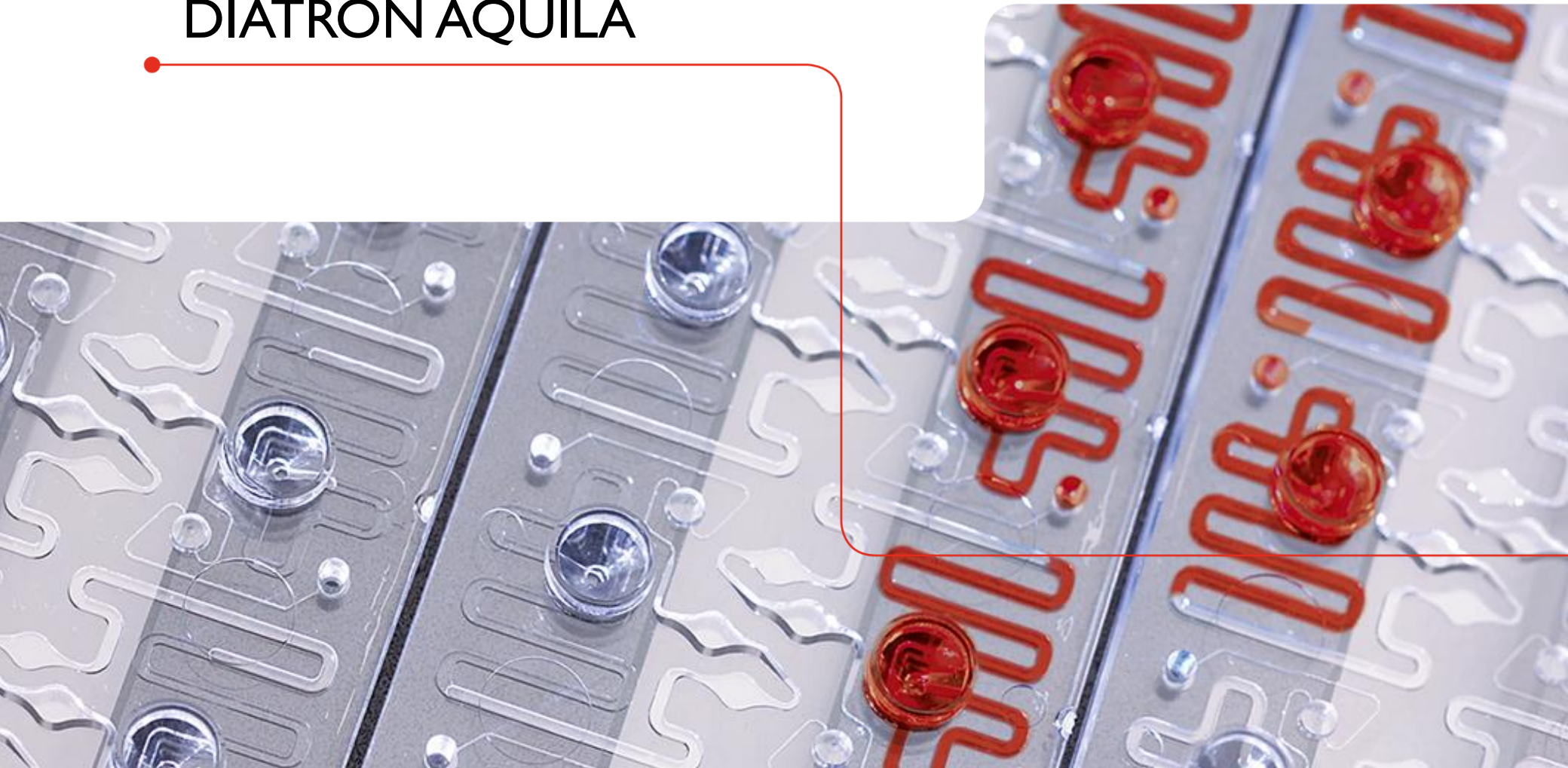


# DIATRON AQUILA



# DRIVERS OF POC MARKET

| <b>Driver</b>          | <b>Developed Market</b>                       | <b>Emerging Market</b>   |
|------------------------|---|--|
| Economics              | Mature with flat GDP                          | High GDP, Rising middle class with associated healthcare spend                     |
| Demographics           | Flat population but aging population increase | Growing with increased life expectancy.<br>Rise in chronic illness                 |
| Healthcare Spend       | Many cost containment initiatives             | Increased spending   |
| Technology             | Well developed. Moving to POC                 | Still developing   |
| Cost effective systems | Focus on systems reducing manpower needs      | Low running costs and simple operation   |
| Tenders                | Less widespread but growing in some markets   | Important in many markets. Need well connected partners with political connections |
| Service/back-up        | Well-developed system essential               | Good back-up service becoming increasingly important                               |

# CURRENT HEMATOLOGY PORTFOLIO

diatron●●



**Aquila**



**Abacus 3CT**



**Abacus 380**



**Abacus Junior 30**



**Abacus 5**



**Abacus Vet5**

# AQUILA OVERVIEW

## COMPLETE BLOOD COUNT VERSATILITY

The Diatron Aquila is an innovative and revolutionary 3-part differential hematology analyzer that can be used in any testing location and application where high quality CBC results are desired.



## KEY FEATURES

### USER FRIENDLY

Large touch screen with specially designed user interface for nonexperienced operators – User friendly and good LIS connections.



## KEY FEATURES

### PORTABLE

Lightweight and with optional battery pack a fully portable, small foot print analyzer, applicable for use in all locations.



## KEY FEATURES

### COST EFFECTIVE

Easy, safe and biohazard-free on-board integrated reagent pack and waste, up to 200 cycles per pack with up to 60 days stability on the analyzer allows complete cost control.

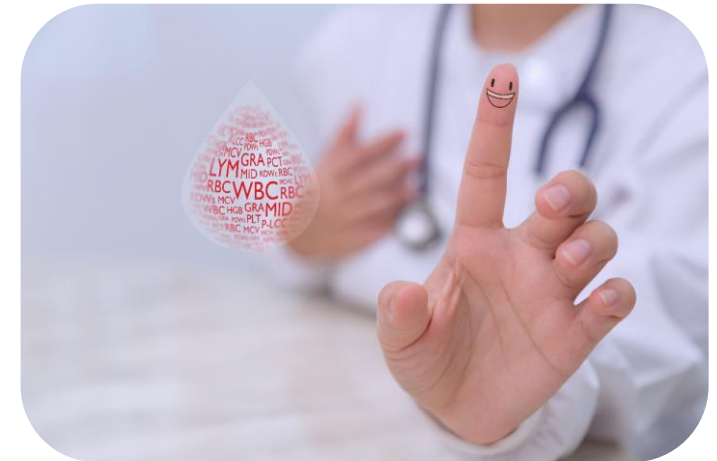


## MICRO-SAMPLING

### FAST AND RELIABLE

Aquila can be used to perform complete blood cell counts (CBC) with human blood, collected in either standard EDTA collection tubes (Vacutainer type) or with micro sampling tubes.

Accurate results with regular and micro-sampling collection tubes with only 20  $\mu$ l blood required and results in less than 1 minute.





## KEY FEATURES

- Small diluted sample volume
- Reduced reagent volume
- Single on-board smart reagent pack
- Simple handling with specific connector
- Modern design with user interface
- Small analyzer footprint
- Minimal service need
- Optional battery pack



## BENEFITS

To address new market needs

Open new market opportunities

Develop technology for future new analyzers

Protect and increase reagent revenue

Size and Portability

Microfluidic system & reduced diluted sample volume

Simple operational and user interface

Closed reagent system

# KEY FEATURES AND BENEFITS

## AQUILA FEATURES

## CUSTOMER BENEFITS

|                     |  |
|---------------------|--|
| Low Sample Volume   | Lower cost, less storage space required                                      |
| Smart reagent pack  | Environmentally friendly, prevents reagent mix-up                            |
| Small footprint     | POC space is at a premium, minimum space requirement                         |
| Patented Technology | Diatron is a leading edge designer, customer has access to latest technology |
| Key Protection      | Closed Reagent System/Ensures correct reagents are used in the system        |

## KEY FEATURES AND BENEFITS

### AQUILA FEATURES

New GUI

Windows Based Software

Optional battery

Connectivity

### CUSTOMER BENEFITS

Custom designed using external GUI designers for optimal user simplicity

Reliable and most user friendly

Portable system

Internet, WiFi, LIS connection

## SPECIFICATIONS

### SPECIFICATIONS

Throughput: 60 tests/hour

Parameters: 22 hematology parameters, 3 separate histograms: WBC, LYM, MID, GRA, LYM%, MID%, GRA%, RBC, HCT, MCV, RDW<sub>c</sub>, RDW<sub>s</sub>, HGB, MCH, MCHC, PLT, PCT, MPV, PDW<sub>c</sub>, PDW<sub>s</sub>, P-LCC, P-LCR%

Technology: Impedance

Aperture diameter: 70/80μm

# SAMPLE

## AQUILA FEATURES

Low Sample Volume

Shear valve

Cap piercing

Patented Design

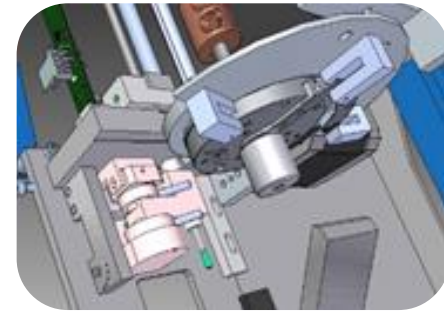
## CUSTOMER BENEFITS

Less than 20ul, ideal for pediatrics and elderly

Provides higher precision and accuracy

Allows usage of open OR closed tubes

Gives protection to reagent pack and innovative sampling technology



# COMMON GUI

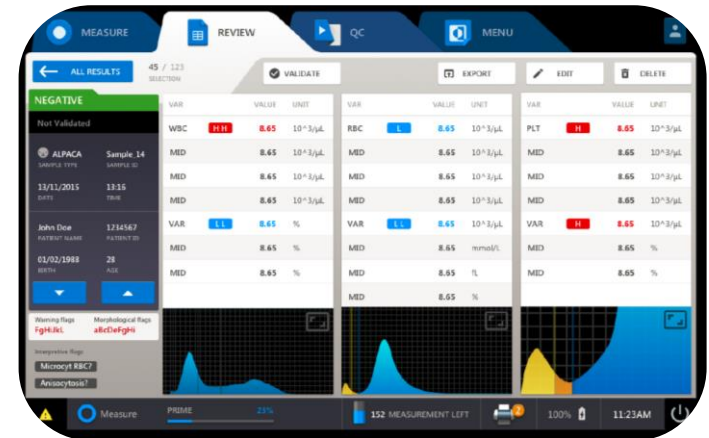
Common User Interface for current Aquila/ system and for future Diatron Hematology Analyzers which will allow for easier system upgrades

Benchmarked the GUI system to optimize and maximize:

Simplicity of use for the user

Workflow processing

User overall positive experience



## DIATRO•3P REAGENT SMART PACK

1x reagent bottle sufficient for 200 cycles

No. of tests per bottle dependent on usage

Supplied in boxes of 4 bottles (i.e. 800 measurement cycles)

Each bottle contains all reagents needed (n.b. waste included)

Diatron Smart Chip protected

Smart sensor technology contains following info :

- Lot No

- Date of manufacture/expiry date

- Date loaded onto analyzer

- No of measurements remaining even if bottle transferred

- Unique connector to avoid connection mix-up



# DIATRO•3P REAGENT SMART PACK

## FEATURES

Includes all reagents

Includes waste storage

Up to 200 measurement cycles

Reagent protection chip

Patent pending

Single reagent bottle (200 cycles)

4 x reagent bottles (800 cycles)



# COMPETITIVE COMAPRISON

| <b>Analyzer/<br/>Feature</b> | <b>Diatron<br/>Aquila</b>    | <b>Mindray<br/>BC 2800</b> | <b>Horiba ABX<br/>Micros 60</b> | <b>Sysmex<br/>pocH 100i</b> | <b>Norma Icon</b>                     |
|------------------------------|------------------------------|----------------------------|---------------------------------|-----------------------------|---------------------------------------|
| T/hr.                        | 60                           | 30                         | 60                              | 25                          | 60                                    |
| Sample Vol.                  | 20 µl                        | 13 µl                      | 10 µl                           | 15 µl                       | 9,6 µl                                |
| Database capacity            | 10,000                       | 20,000                     | 20,000                          | 78                          | 40,000                                |
| Features                     | Unique On-board reagent pack | Barcode scanner            | Barcode reader, SmartCard slot  | Barcode reader, networking  | Integrated camera for barcode reading |
| No of parameters             | 22                           | 19                         | 18                              | 17                          | 22                                    |
| Open/Closed tube             | Open and closed              | Yes                        | Open and closed                 | Closed tube only            | Open and closed                       |
| Weight                       | 15 kg                        | 23 kg                      | 14 kg                           | 14 kg                       | 8,7 kg                                |

# MARKETING MATERIALS

## Video tutorial

Basic usage video

Cleaning, reagent pack change

## General Catalogue

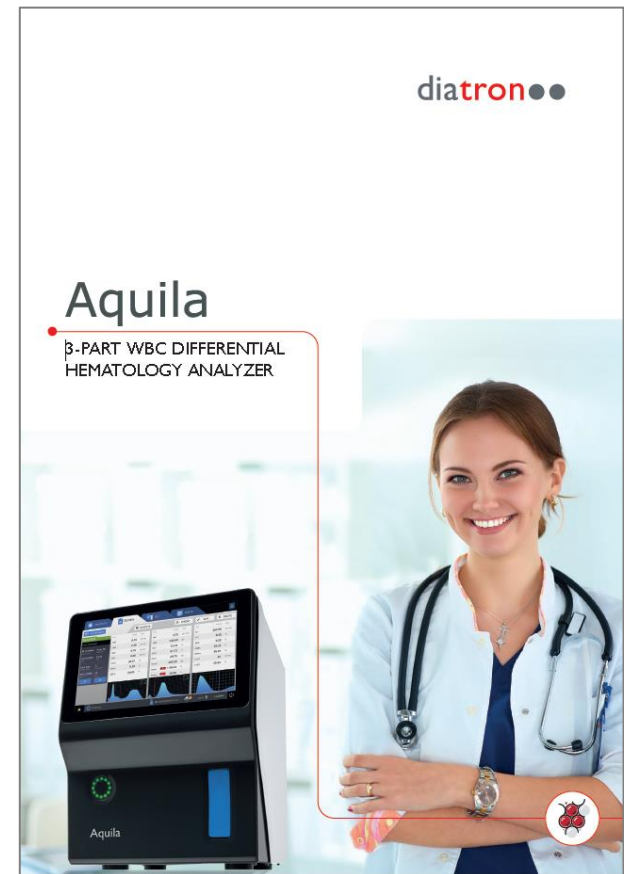
## Brochure

## User and Service Manual

## Photos

Available: [www.partners.diatron.com](http://www.partners.diatron.com)

## Promotional video



## WHY DIATRON

Latest technology

High quality/high performing analyzers

European manufacturer based in Budapest

ISO Compliant production facilities

30 years of analyzer manufacturing expertise

Full regulatory documentation service and support

Responsive and quick to change requests

Competitive pricing

Full support service



## TAKE HOME MESSAGES

| <b>Diatron Aquila Feature</b>                               | <b>End User Benefit</b>                         |
|---|---|
| Diatro•3P Reagent Smart Pack                                | Cost saving, reduced shipping and storage costs |
| Unique on-board reagent pack                                | Innovative and convenient                       |
| Optional battery pack                                       | Portable  |
| Low sample volume ( <20μl)<br>Closed or open tube operation | High performance                                |
| 22 parameter, 3 part diff results                           | Reliable complete CBC                           |
| Stores up to 10 000 results                                 | Reliable and efficient                          |
| Comprehensive QC Management                                 | Reassures quality of patient results            |

# APPLICATION CHALLENGES – DEMOS AND EVALUATIONS

1. Define the target customer
2. Define the type of samples
3. Define the reference method

Diatron support:

1. Protocol design
2. Statistical evaluation
3. Draft the evaluation report



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THANK YOU  
FOR YOUR  
ATTENTION