



Advanced Diagnostics Laboratory (ADL)

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NovaUCD

Feasibility Study

- Funded by Enterprise Ireland
- Specific **Goals**:
 - Set up pilot lab - **DONE**
 - ID 10 vet practices in Ire to each have 100 blood samples tested for clinpath
 - Conduct market research on opportunity



Vision

- Establish and operate the **most valued diagnostic laboratory service in Europe** for veterinary clinical pathology.
 - State-of-the-art
 - High quality
 - Rapid response
 - Expert data interpretation
 - Cost-effective

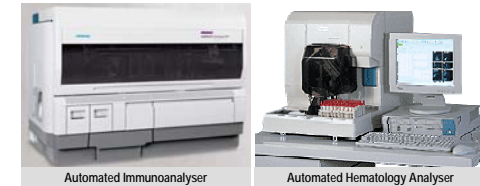
Customers and Niche

- Veterinary practitioners:** financial need is for more revenue, lower costs, faster turnaround, through local access and high quality
- provide test service for Ireland & N Ireland vets who currently ship samples to UK
 - provide supplemental specialty tests currently not available to improve quality of vet practice

Progress

1) Lab Setup

- lab benching put up
- electrical, air conditioning, computer network
- office area
- minor equipment
- major equipment set-up and commissioned
- staff hired and trained
- assays set-up and validated
- SOPs, QC, safety plan, waste management put in place



Assays

- **Chemistry profile:** TP, albumin, globulins, Na, K, Cl, Ca, P, Mg, glucose, ALT, AST, ALP, GGT, cholesterol, triglycerides, bilirubin
- **Thyroid:** TSH, T4, T3
- **Pancreas:** insulin, glucosamine, TLI, amylase, lipase, B12, folate
- **Adrenal:** cortisol, ACTH
- **Parathyroid:** PTH

Progress (cont'd)

3) Collaborators

- GE Healthcare – introduction of advanced technology for clinical cytology
- **Tridelta**
 - Acute phase proteins
- **Cruin Diagnostics:**
 - Immunoassay

Assays (cont'd)

- **Cardiac:** troponin
- **Liver:** GLD, SDH
- **Kidney:** Urea, creatinine, cystatin
- **Inflammatory:** CRP, SAA
- **Hematology profile:** CBC, reticulocytes
- **Cytology:** FNA, body cavity fluids, synovial fluid, CSF, bone marrow
- **Urinalysis:** sediment exam, biochemistry

Feedback from Practitioners on Service Needs

- Convenience
 - Same-day pick-up courier service
 - Easy invoicing: automated
 - Provision of sampling vessels and packaging
 - “One-stop shopping”: outsourcing analyses that can't be done internally
 - Hot-line for interpretation
- Fast turnaround – same day or next day
- Competitive prices – IDEXX, AXIOM

Progress (cont'd)

2) Staff

- Peter & Maureen – part-time
- **Lab set-up**
 - Mariana Serra - part-time
 - Alex Whelan - part-time
- **Start-up staff recruited and trained:**
 - Ewelina Niznikowska, MSc, full-time
 - Anna Edvardsson, PhD, 1/3 time