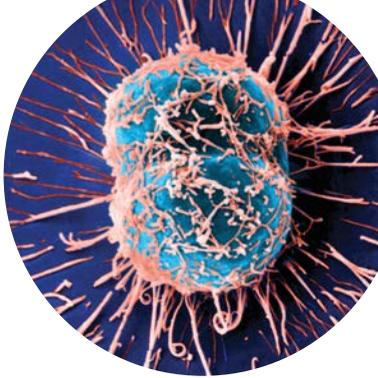


June 2018

# C L N

Clinical  
Laboratory  
News



## CERVICAL CYTOLOGY AUTOMATION

Study finds automation  
comparable to traditional cytology

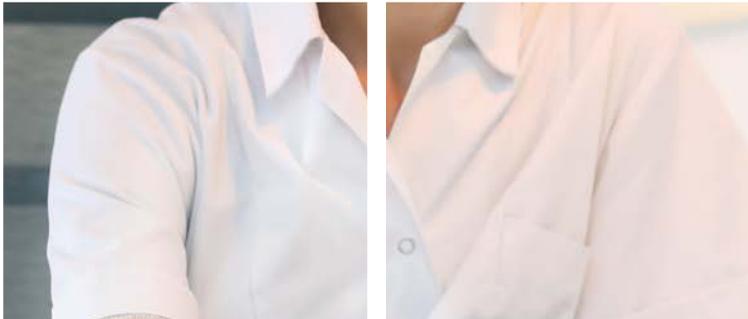
PAGE 8

An AACC Publication | Volume 44, Number 5



# LABORATORY INFORMATICS

## SMALL STEPS, BIG WINS



## Molecular- Minded Colorectal Cancer Care

## Procalcitonin in Practice





# THANK YOU

**FOR BEING THE  
MOST IMPORTANT  
PART OF OUR STORY.**

## **WE LOOK FORWARD TO THE NEXT 50 YEARS OF INNOVATION.**

**2018 marks Sysmex's 50th anniversary.** Today's healthcare professionals need to be vigilant, adaptable, and in step with the latest, rapidly changing technology. As the leading provider of hematology diagnostics, we are excited to continue this partnership with the skilled personnel that are dedicated to this endeavor. The people of Sysmex America are enthusiastic about building on the trust our customers have placed in us, and bringing our expertise and innovation to all aspects of diagnostics. These relationships will continue to be our inspiration in lighting the way with diagnostics.

**OUR DEDICATION TO INNOVATION, OUR CUSTOMERS, AND THE PATIENTS THEY SERVE  
WILL CONTINUE TO STRENGTHEN AND GROW IN 2018 AND BEYOND.**

**50<sup>th</sup>**  
ANNIVERSARY

Celebrate with us at AACC  
booth #1231 or contact:  
[communications@sysmex.com](mailto:communications@sysmex.com)

**sysmex**  
Lighting the way *with diagnostics*

**EDITORIAL STAFF**

**Managing Editor** Bill Malone  
**Senior Editor** Genna Rollins  
**Communications Manager** Christine DeLong  
**Contributors** Zahra Shajani-Yi, PhD, NRCC and Mark A. Cervinski, PhD, DABCC, FAACC

**BUSINESS STAFF**

**Manager of Business & Publications Marketing** Camille Walker

**Board of Editors**

**Chair**  
 Joely Straseski, PhD, DABCC, FAACC  
*ARUP Laboratories, Salt Lake City, Utah*

**Members**  
 Linnea M. Baudhuin, PhD, DABMG  
*Mayo Clinic, Rochester, Minn.*  
 Mark Marzinke, PhD, DABCC, FAACC  
*Johns Hopkins University School of Medicine, Baltimore, Md.*  
 Elizabeth Palavecino, MD  
*Wake Forest Baptist Medical Center, Winston-Salem, N.C.*  
 Danyel Tacker, PhD, DABCC, FAACC  
*West Virginia University, Morgantown, W.V.*  
 Alison Woodworth, PhD, DABCC, FAACC  
*University of Kentucky Healthcare, Lexington, Ky.*

**AACC Officers**

**President** Dennis J. Dietzen, PhD, DABCC, FAACC  
**President-Elect** Carmen L. Wiley, PhD, DABCC, FAACC  
**Treasurer** Corinne R. Fantz, PhD, DABCC, FAACC  
**Secretary** Anthony A. Killeen, MD, BCh, PhD, DABCC, FAACC  
**Past President** Michael J. Bennett, PhD, DABCC, FAACC

**Advertising Sales**

**The Townsend Group**  
 2025 M Street, NW, Suite 800, Washington, DC 20036  
 www.townsend-group.com  
 Phone: +1 202.367.1259  
 Kevin McDonnell, National Sales Manager  
 Email: kmcdonnell@townsend-group.com  
 Brooke Allie, Production  
 Email: Ballie@townsend-group.com

**Subscriptions**

AACC  
 900 Seventh St., NW, Suite 400  
 Washington, DC 20001  
 Phone: +1 202.857.0717 or +1 800.892.1400  
 Email: custserv@aacc.org

**Editorial Correspondence**

Bill Malone, Managing Editor  
 Phone: +1 202.835.8756 or +1 800.892.1400  
 Email: bmalone@aacc.org

*Clinical Laboratory News* (ISSN 0161-9640) is published monthly (12 times per year —Jan, Feb., March, April, May, June, July, Aug., Sept., Oct., Nov., and Dec.) by the American Association for Clinical Chemistry, 900 Seventh St., NW, Suite 400, Washington, DC 20001. Phone: +1 202.835.8756 or +1 800.892.1400 Fax: +1 202.833.4568. Contents copyright © 2017 by the American Association for Clinical Chemistry, Inc., except as noted. Printing in the U.S.A. POSTMASTER: Send address changes to AACC, 900 Seventh St. NW, Suite 400, Washington, D.C. 20001.

**Design and Production Management**  
**imagination.**



The full text of Clinical Laboratory News can be found on EBSCO's CINAHL Complete database and is also searchable via the EBSCO Discovery Service™

@CLN\_AACC

**Features**

- 10 Project Procalcitonin**  
As some hospitals implement testing to guide antibiotic treatment, others are looking for more data
- 16 Getting Started With Laboratory Informatics**  
Small projects with clean data yield big dividends
- 20 Colorectal Cancer: Tumor-Tailored Treatment**  
Predictive biomarkers can now direct therapy and predict outcomes



**Departments**

- 2** Federal Insider
- 4** Bench Matters
- 8** The Sample
- 26** Regulatory Roundup
- 28** AACC Annual Scientific Meeting Preview
- 30** AACC Clinical Lab Expo Exhibitors
- 37** Industry Playbook
- 40** Ask the Expert

Recent research has revealed that cold-induced storage lesions alter the metabolic and functional profile of PLTs such that they effectively curtail hemorrhage. **p40**



## Federal Insider

## Labs Rebuked After Charging for Specimen Validity Testing

After an Office of the Inspector General (OIG) report in February found some \$66 million in over-billing, the Centers for Medicare and Medicaid Services (CMS) is cracking down on laboratories that code specimen validity testing as a separate service when they perform urine drug tests. A Medicare Learning Network bulletin released in March emphasizes that “providers performing validity testing on urine specimens utilized for drug testing shall not separately bill the validity testing.”

Validity testing includes assays for urinary pH, nitrates, oxidants, creatinine, specific gravity, and other indicators of specimen adulteration. Labs are only allowed to bill for screening and quantitative testing. Billing code descriptions for both types of tests contain the phrase, “includes sample validation when performed, per date of service.”

CMS is paying closer attention to the billing issue after OIG chastised the agency for failing to prevent the problem with “inadequate” systems. The agency put a fix in place in April 2016 that never worked properly, according to OIG.

Importantly, some of the same assays used to detect an adulterated specimen are also used to diagnose unrelated conditions, such as urinary pH and specific gravity for managing kidney stones and urinary tract infections. In such cases, these tests may be covered by Medicare.

OIG wants CMS to strengthen its billing editing system that detects and prevents specimen validity tests billed by the same provider for the same beneficiary on the same date of service as a urine drug test. However, based on the OIG report, the number of improper claims has shrunk considerably, from \$37,054,887 in improper payments in 2014 to \$4,335,028 in 2016.



### CMS TOUTS VALUE-BASED PAYMENT PLAN FOR HOSPITALS

**W**ith a new secretary at the helm of the Department of Health and Human Services (HHS), the administration is laying out how it sees the shift from volume to value-based payment in the 2019 Inpatient Prospective Payment system draft rule for hospitals.

The draft rule floats three main policy changes related to how the Centers for Medicare and Medicaid Services (CMS) will pay hospitals. The first would require hospitals to post their standard list of prices on the internet in a machine-readable format. Currently, hospitals only are required to make them available in “some form.”

Second, CMS is taking a fresh look at its electronic health record

incentives. The rule would take new steps to ensure health record systems can exchange data and allow patients to access and control their own records.

Finally, CMS wants to eliminate duplicative, burdensome, or out-of-date quality measures through a new initiative called Meaningful Measures that assesses quality based on factors such as reducing healthcare-associated infections.

The American Hospital Association (AHA) praised the idea of less paperwork, noting that an AHA analysis found that providers spend nearly \$39 billion annually on administrative work for regulatory compliance. AHA estimates that hospitals could see a payment increase of 1.75% next year based on the draft rule.

In a speech to the Federation of American Hospitals in March, HHS Secretary Alex M. Azar II emphasized that he wants the agency to use market forces to increase efficiency. “Real competition—in the economic sense—has never really been fully tried in our bizarre third-party payer system,” he said. But he noted that, contrary to what some might expect from the administration, implementing a plan based on market competition “will require some degree of federal intervention—perhaps even an uncomfortable degree.”

Azar also plugged the HHS meaningful measures initiative as a way to simplify paperwork and give more power to providers and consumers. “Value is not accurately determined by arbitrary authorities or central planners,” he commented.

Introducing Diazyme's New

# DZ-Lite™ c270

***A Fully-Automated, Reliable,  
Bench-Top Solution***



- ▶ **INNOVATIVE ASSAY MENU**
- ▶ **RELIABLE & COMPACT**
- ▶ **EASY INSTALLATION**
- ▶ **USER FRIENDLY INTERFACE**
- ▶ **SUPPORTS BOTH 2-REAGENT  
AND 3, 4-REAGENT ASSAYS**

## ***Multiple Assays Available***

Vitamin Markers | Sepsis Markers | Inflammatory Markers  
Cancer Markers | Cardiovascular Markers | Diabetic Markers



# Bench Matters

## Point-of-Care Testing Compliance How Partnering With Nursing Leadership and Sharing Data Upped Performance on a Crucial Parameter



Adil I. Khan,  
MSc, PhD

One of the hardest aspects of point-of-care testing (POCT) is trying to make the diverse users of POCT devices follow written procedures and perform testing exactly as stated by manufacturers. The simplicity of POCT devices, often involving disposable kits with no maintenance or troubleshooting, tempts users to take shortcuts. The downside of this approach is that when procedures are not followed to the letter, mistakes happen. POCT devices are designed so they can be used by anyone with at least a high school diploma, hence users range from students to physicians.

Here at Temple University Hospital (TUH) and TUH Episcopal Campus, we have worked over time to successfully implement a system for ensuring and documenting compliance with labeling requirements for these POCT devices, starting with glucose meter strips and controls.

Self-monitoring of glucose using glucose meters has been shown to reduce mortality and morbidity associated with the complications of diabetes and therefore is strongly advocated by the American Diabetes Association. Tight glycemic control of hospitalized patients also has been shown to speed patients' recovery and reduce their length of stay. Consequently, TUH, like many other organizations, follows tight glycemic protocols.

The science of glucose meters resides in their strips. These vital components house the reagents and host the reactions that spur redox reactions and generate current,

which glucose meters measure and display as a quantitative value. This means that discarding a strip is like throwing away an entire laboratory instrument. Clearly, strip integrity, though easily overlooked, is an essential aspect of POCT-based glucose measurement.

Because of strips' vital importance, regulatory bodies assess for compliance with manufacturers' stringent strip storage recommendations. In particular, once glucose meter strips and controls have been opened, their expiration dates need to be documented, since the strips start deteriorating and can give unreliable results if used past their new expiration dates.

The Nova Biomedical glucose meter strips we use here at TUH have 180-day expiration dates, and their controls expire after 90 days. Imagine the challenge of ensuring that some 2,000 nurses comply with the strip container labeling requirement. It takes just 2-3 days

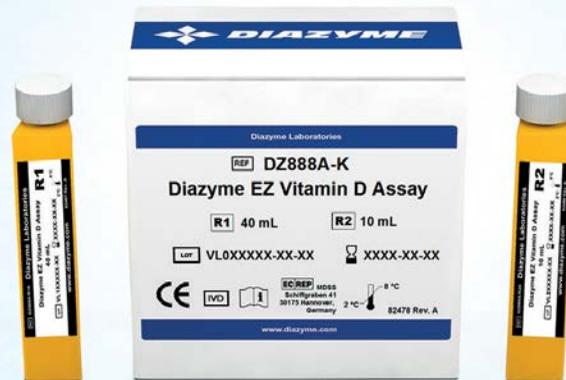
# VITAMIN D TESTING SIMPLIFIED

The *First* and *Only*

## 2 REAGENT VITAMIN D ASSAY

that can run on  
Clinical Chemistry Analyzers

CE  
Marked



510(k)  
Cleared

- Rapid throughput with approx. 300 tests/hour on most analyzers
- No sample pre-treatments or pre-dilution steps required
- Recognizes both Vitamin D2 and D3 equally
- Traces to NIST and DEQAS
- Good correlation to LC-MS/MS method
- Excellent assay precision (%CV <5% at 30 ng/mL)
- Wide assay dynamic range (7.6 – 147.8 ng/mL)



### F1 Analysis of Glucose Meter Strip Labeling Compliance

55	6 West									
56	%									
57	93	QC					Strip			
58		Low			High			Date	Exp.	Initial
59		Date	Exp.	Initial	Date	Exp.	Initial	opened	Date	
60	Meter 1	1	1	0	1	1	0	1	1	1
61	Meter 2	1	1	1	1	1	1	1	1	1
62	Meter 3	1	1	1	1	1	1	1	1	1

The 6 West unit had a 93% compliance rate with appropriately labeling the date a glucose meter strip box was opened, its date of expiration, and the nurse initialing these notations.

1, compliant; 0, noncompliant.

to run through a container of strips, or even less on a busy nursing unit. Documenting when a container has been opened understandably is not in the forefront of a nurse's mind, concerned as he or she is with patient care duties and knowing that the container will be finished in a few days anyway. It is an easy task to forgo. However, if we were to have an inspection in the time an unlabeled strip container was in use, we would be at risk for a

citation, jeopardizing POCT at the facility. Furthermore, sloppiness in this seemingly incidental aspect of care could give the inspectors the impression of similar carelessness in other areas. Hence it is an important window into quality assurance for the entire hospital.

When I arrived at TUH 10 years ago, our compliance with glucose strip labeling was poor. POC coordinators (POCC) would verbally remind nurse managers or nurses

that they needed to improve in this regard, but this was more of a ritual and follow-up was not actively pursued. We employed several approaches to improve compliance. First, we measured non-compliance data so that we could track our progress. We grouped the data by floors according to nurse director

and emailed our analysis to them so that each nurse director could see how his or her floor was doing in comparison to peers (See Figure 1). Delivering this information to the nurse directors was vital, since nurse managers report to the directors—not POCCs or anyone in laboratory administration.

To ensure noncompliance was being followed up on, I met regularly with nurse directors. In addition, we circulated to the nurse directors an inspection checklist that included questions that came up in prior inspections (See Box, left). This approach, anchored in our regular interactions and feedback with the nursing leadership, changed compliance over a 10-year period from an average of 37% to 98%. We since have successfully employed this model for other POCT, and in all cases close teamwork with the nursing leadership made the difference. Their success is our success and vice versa.

**Adil I. Khan, MSc, PhD**, is director of point-of-care testing at Temple University Hospital (TUH) and TUH Episcopal Campus, director of clinical chemistry at TUH, TUH Episcopal Campus, and TUH Northeastern Campus, and assistant professor of pathology at the Temple University Lewis Katz School of Medicine in Philadelphia.

+EMAIL: [adil.khan@temple.edu](mailto:adil.khan@temple.edu).

## Inspection Preparation Checklist

Inspectors will ask nurses about point-of-care tests performed on each floor. Nurses will need to:

1. Perform each test according to procedure.
2. Know the name of the instrument they use for testing.
3. Have read and know:
  - Storage conditions
  - Specimen requirements
  - Temperature (operation and storage)
  - How to interpret results
  - How long strips and controls are valid after opening
  - Timing requirements for results

## Questions From Our Last Inspection

- What should happen following a critical high (or critical low) glucose result?
- How do nurses know when a glucose meter quality control has been performed?
- Walk the inspector through the steps in performing a whole blood glucose test with a glucose meter.
- How does a nurse identify a patient?
- How are glucose results charted and critical results followed up on?
- Do patient charts have reference ranges?
- Is a manual available or a knowledgeable person accessible to help troubleshoot the instrument/procedure?
- What do you use to clean glucose meters?



2017

**FIRST** fully automated Zika IgM\* assay to receive EUA

2014

**FIRST** fully automated, extraction-free 1,25 Dihydroxyvitamin D test

2008

**FIRST** fully automated HSV 1 IgG type specific test

**FIRST** fully automated HSV 2 IgG type specific test

2007

**FIRST** fully automated Lyme test

**FIRST** fully automated VZV IgG test

2006

**FIRST** fully automated EBV panel

**FIRST** fully automated Treponema test

1998

**FIRST** available Vitamin D immunoassay

# Advancing the future of diagnostics.

From creating the **first commercially available Vitamin D immunoassay in the U.S.** to the **first fully automated Zika IgM\* assay to receive EUA**, DiaSorin has been at the forefront of clinical diagnostics for more than 30 years.

Discover how our first-class focus on research and development helps us create products that improve the lives of people worldwide.

To learn more, contact your local DiaSorin representative or visit us at [www.diasorin.com](http://www.diasorin.com).

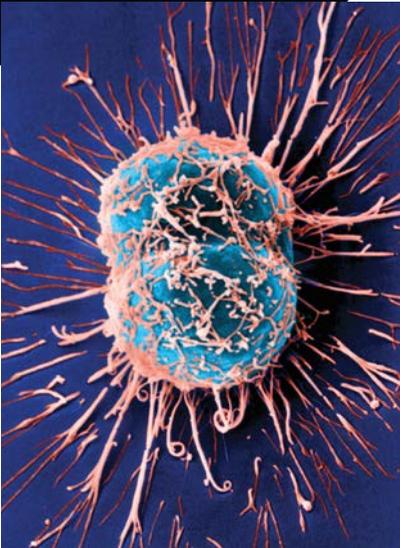


The Diagnostic Specialist

DiaSorin, Inc. | 1 800 328 1482 | [diasorin.com](http://diasorin.com)

\*LIAISON® XL Zika Capture IgM Assay:  
• This test has not been FDA cleared or approved;  
• This test has been authorized by the FDA under an EUA for use by authorized laboratories;  
• This test has been authorized only for the diagnosis of Zika virus infection and not for any other viruses or pathogens; and  
• This test is only authorized for the duration of the declaration that circumstances exist justifying the authorization of the emergency use of *in vitro* diagnostic tests for detection of Zika virus and/or diagnosis of Zika virus infection under section 564(b)(1) of the Act, 21 U.S.C. § 360bbb-3(b)(1), unless the authorization is terminated or revoked sooner.

## The Sample



## Automated Cervical Cancer Screening Equals Performance of Cytology Triage

A novel automated cervical cancer triage and screening strategy, incorporating a cytologic risk score algorithm and computer-interpreted cytology, performed comparably to traditional cytology triage and could bring high-quality cervical screening to underserved regions (J Natl Cancer Inst 2018;110:djy044). The findings “strongly support the feasibility of totally automated cervical screening without cytology,” according to the authors.

The novel approach identified 91.7% of high-risk human papillomavirus (HPV)-positive cases for immediate colposcopy, while discerning 38.4% of all HPV-positive cases recommended for retesting in 1 year. In contrast, a conventional strategy combining HPV typing and nonautomated cytology triage identified 89.1% of high-risk HPV-positive cases for immediate colposcopy and 37.4% for future retesting.

The novel method involves a slide scanner that captures images and features of slides, such as presence of different cell types, nuclear size, and nuclear contour. The algorithm generates a severity score and identifies the most innocuous slides in a batch to reduce and/or guide treatment decisions.

The study involved two parts, including developing and validating the risk score algorithm, and validating an association between higher risk scores and HPV-positive, abnormal cytology cotest results.

The investigators developed and validated the computer algorithm using residual cervical specimens and liquid-based cytology slides from the Kaiser Permanente Northern California (KPNC) cervical cancer screening program. They used 1,839 stored HPV test specimens and liquid-based cytology results from a subset of women who had had baseline or follow-up HPV-positive results.

To further validate the risk score algorithm, the researchers used a set of 243,807 slides from KPNC obtained during routine cervical screening in 2016 and 2017.

While the novel method performed comparably to the conventional strategy, the researchers noted that both methods are imperfect, with “not high” specificity, and with both identifying precancer cases the other missed.

The authors suggested that automated cervical screening and triage might be of particular interest in middle-resource settings because it would enable implementation of “high-quality cervical prevention programs” in areas that lack skilled cytology professionals. At the same time, labs in high-resource settings might want to adopt such a system as an alternative to conventional cytology practice.

### WIDE VARIATION IN LYNCH SYNDROME TESTING PRACTICES

An international survey of institutions that specialize in research and clinical care involving Lynch syndrome found wide variations in management and testing practices (Clin Gastroenterol Hepatol 2018; doi:10.1016/j.cgh.2018.04.025).

The authors speculate that this could be due to rapid changes in testing technologies, differences in resources, and “lack of definitive data for many clinical questions.”

“In just a few decades, there has been a surge of advances in the knowledge and tools used for diagnosis and management of Lynch syndrome patients and families, and breakthroughs in the

understanding and management of genetic cancer predisposition syndromes are accumulating quickly,” the authors noted.

The researchers conducted the survey of 128 members of the International Mismatch Repair Consortium, of which 49% from 21 countries responded, to assess potential targets for research and public policy efforts.

In terms of case-finding practices, 56% of respondents participate in automatic reflex testing of tumors, with 100% reporting testing of colorectal, 50% endometrial, and 13% ovarian cancers, respectively.

Nearly all (98%) respondents said they use immunohistochemistry when testing tumors, and three-quarters (78%) also perform microsatellite instability testing. Reported testing practices to distinguish sporadic mutations from Lynch syndrome cases included *BRAF* mutation (75%) and *MLH1* promoter methylation (56%). Only about one-quarter (27%) said they use the new approach of testing for biallelic somatic mutations. Sites that do not perform the latter noted its relatively high cost in comparison to limited benefits.

Consistent with other studies, this survey found that less than 50% of at-risk family members had genetic testing.

■ **OPTIMAL SCREENING STRATEGY COULD REDUCE PROGRESSION TO MULTIPLE MYELOMA BY 19%**

**A** computational model of progression from monoclonal gammopathy of undetermined significance (MGUS) to multiple myeloma (MM) suggests that starting screening for MGUS at age 55 and conducting follow-up screening every 6 years would reduce the prevalence of MM by 19% (Clin Cancer Inform 2018; doi.org/10.1200/CCI.17.00131). Starting MGUS screening at age 65 and performing follow-up screening every 2 years would reduce prevalence by the same percentage.

The authors were interested in exploring optimal screening scenarios because of recent research findings suggesting that interventions like taking the antidiabetic agent metformin, and aspirin and losing weight, might slow or reduce progression of MGUS to MM. However, it is unclear how

best to screen at-risk populations and how to assess the effect of these interventions at the population level.

The investigators developed a Markov chain model to depict the population dynamics of healthy individuals transitioning to undetected MGUS, detected MGUS, MM, and finally, death.

Their computation model considered life tables and epidemiologic data on MGUS and MM, which depend on genetic background, sex, and age, and correlate with ethnicity. The researchers fashioned screening scenarios based on a person's age when first screened, the spacing between follow-up screens, and risk reduction after a positive screen.

In model simulations, they considered scenarios ranging from baseline low-risk MGUS incidence to elevated risk for certain groups, such as high-risk African-Americans, whose lifetime risk of MGUS is about twice that of individuals with low baseline risk.



**THERAPEUTIC DRUG MONITORING ASSAYS & URINE DRUG TESTS**

- ARK introduces its homogeneous enzyme immunoassay technology for the next generation of clinical laboratory testing.
- ARK assays are in liquid, stable, ready-to-use formulations that deliver convenience for routine use.
- ARK produces assays of high-quality that yield rapid and reliable results on automated clinical chemistry analyzers.

**EPILEPSY**

- FDA Cleared
- Levetiracetam
- Lamotrigine
- Gabapentin
- Topiramate
- Zonisamide
- Oxcarbazepine Metabolite **NEW**
- CE Mark, Not FDA Cleared
- Lacosamide

**URINE DRUG TESTS**

- CE Mark, Forensic Use Only
- Pregabalin
- Fentanyl **NEW**
- CE Mark, Not FDA Cleared
- EtG
- In Development
- Tramadol
- Meperidine
- Ketamine
- Methylphenidate Metabolite
- Zolpidem
- Zopiclone
- Gabapentin

**CANCER**

- FDA Cleared
- Methotrexate

**ANTIRETROVIRAL**

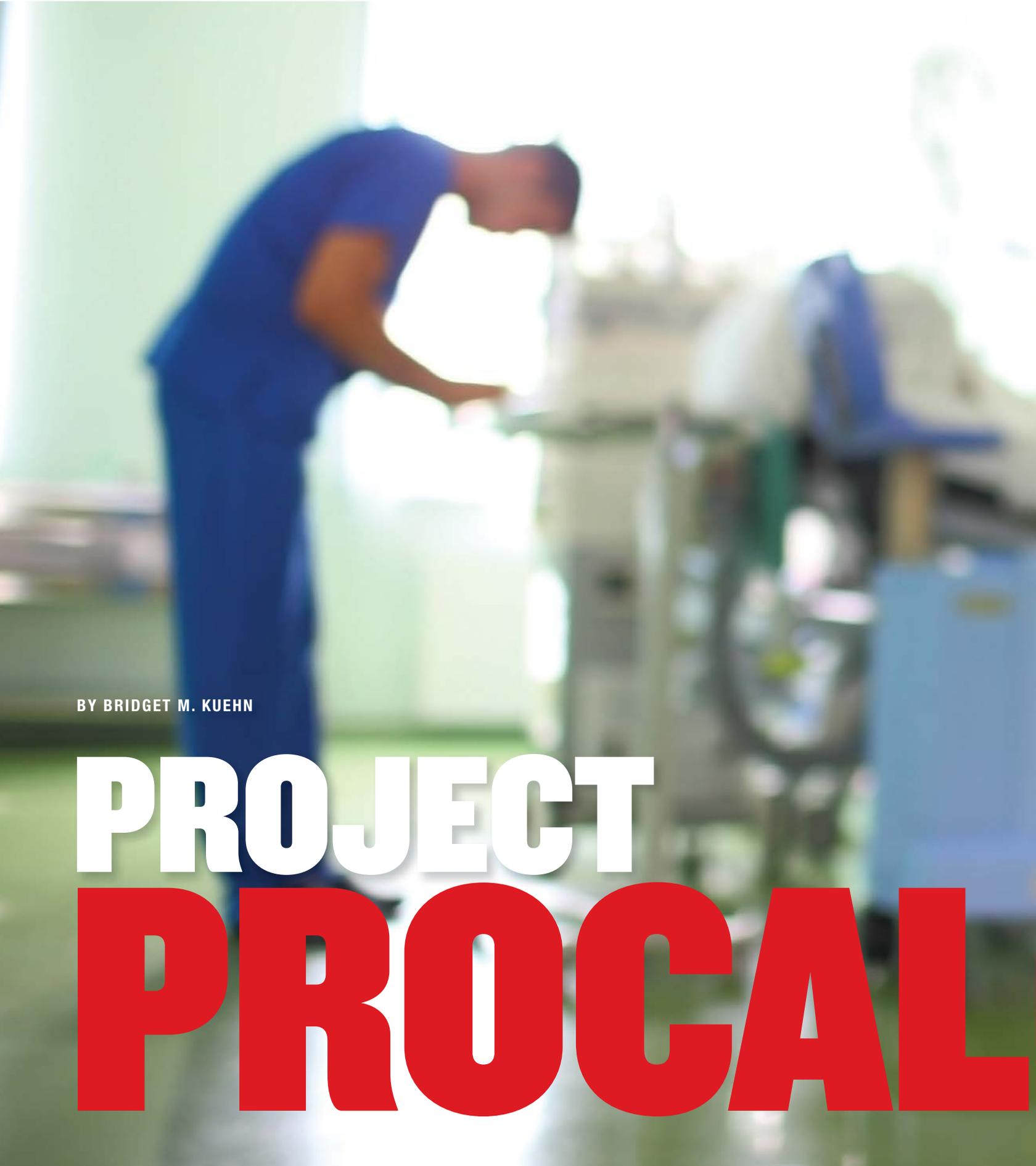
- CE Mark, Not FDA Cleared
- Efavirenz
- In Development
- Lopinavir
- Nevirapine

**ANTIBIOTIC**

- In Development
- Linezolid

**ANTIFUNGAL**

- CE Mark, FDA *de novo* granted
- Voriconazole II **NEW**



BY BRIDGET M. KUEHN

# PROJECT PROCAL



As some hospitals implement testing to guide antibiotic treatment, others are looking for more data

# CITONIN

A desire for better antimicrobial stewardship led Los Angeles County + University of Southern California (LAC+USC) Medical Center to implement testing for procalcitonin (PCT), a protein released in response to bacterial infections, to guide the treatment of sepsis and respiratory infections.

This PCT testing strategy has become common in Europe. However, it hasn't been as widely embraced in the United States. A growing number of PCT tests have made it more accessible and affordable for U.S. labs, but debate continues about the value of the test in improving clinical care.

"There are definitely some pros and cons to use of procalcitonin and the jury is still out on whether

determine when it is safe to stop antibiotics. A recent meta-analysis of PCT testing in respiratory infections found it associated with lower 30-day mortality, an average 2.4-day reduction in antibiotic exposure, and a 25% reduction in antibiotic associated adverse events (JAMA 2018;319:925-6).

"There used to be a lot of discussion about safety because, when you don't use antibiotics or you shorten antibiotic duration, physicians are worried about the outcome of their patients," said review co-author Philipp Schuetz, MD, MPH, chief physician of endocrinology, diabetes, clinical nutrition, and internal medicine at Universität Basel and the Kantonsspital Aarau in Switzerland. "But this analysis shows that this is a very safe way to use antibiotics with improvement of clinical outcome."

A multicenter prospective U.S.-based study by Schuetz and colleagues of 858 patients with sepsis found that an 80% decrease in PCT levels between baseline and day 4 of treatment predicted patient survival (Crit Care Med 2017;45:781-9). A review Schuetz coauthored also found a 1.49-day reduction in the duration of antibiotics (Crit Care Med 2018;46:691-8). PCT testing for sepsis helps individualize therapy, he said, but cautioned that it is not 100% accurate and should be used in conjunction with other tools.

"If you have a sick patient, a sepsis patient in the emergency department, you should start your whole sepsis bundle and then use procalcitonin more as a monitoring marker for the patient," Schuetz said.

Not all studies have found a clinical benefit. A meta-analysis of PCT testing found an average 1.28 day reduction in antibiotic therapy in patients with sepsis but no reduction in mortality, mechanical ventilation, clinical severity, or reinfection (Cochrane Database Syst Rev 2017; doi: 0.1002/14651858.CD010959.pub2).

#### Benefits Tied to Usage

Suboptimal use of PCT tests in the real world may also limit its benefits. A recent retrospective cohort study that included 20,750 U.S. sepsis patients found that about 1 in 5 had a PCT measurement (Clin Infect Dis

2017;64:1509-15). Of those, only 1 in 3 had the serial measurements of PCT recommended by the Infectious Diseases Society of America as part of antibiotic stewardship programs. This analysis didn't find a reduction in antibiotic use, the incidence of *Clostridium difficile* infections, or in hospital mortality.

The study's senior author, Allan Walkey, MD, MSc, an associate professor of medicine at Boston University School of Medicine, cautioned that the data were from 2012 when hospitals may not have been using some of the rapid tests now available. If physicians have to wait a day or two for a result it may "eliminate the potential benefit." A recent survey he led of Massachusetts' hospitals found few currently offer rapid tests (Ann Am Thorac Soc 2017;14:1489-91).

Walkey suggested that better implementation of PCT testing may help. For example, he suggested having algorithms for PCT use and setting up a system in which a first PCT test order automatically triggers a follow-up test. "If you are deciding to use it in your hospitals, there are ways to implement it that mirror what was done in the trials," he said.

#### Cost: A Stumbling Block?

The relatively high cost of PCT testing also has held back some labs from offering it. "There's no denying that procalcitonin is an expensive test, especially when there was only one Food and Drug Administration [FDA]-approved assay," said Joshua Hayden, PhD, assistant director of the central laboratory at Weill Cornell Medicine in New York City. But the availability of more FDA-approved tests has helped.

Siloed budgets also make PCT testing a difficult investment for laboratories, Schuetz said. He explained that labs incur the tests' cost while pharmacies may reap any savings from decreased antibiotic use, so if institutions aren't looking globally at costs and benefits PCT testing can be hard to justify. Hayden agreed. But a recent cost-effectiveness analysis found that PCT testing beginning on day 1 of intensive care unit admission for sepsis reduced hospital stays by 1.2 days and saved patients an average of \$2,757 on total hospital costs, though



it has helped curb use of antibiotics at our institution," said Allison Chambliss, PhD, director of clinical chemistry and point-of-care testing at LAC+USC. "But I believe that the positive impact has been that it has allowed providers to give second thought about antibiotic use."

#### Discordant Data

If LAC+USC has yet to see clear-cut benefits from implementing PCT testing, it is not alone. While some studies have found PCT results helpful in moderating antibiotic therapy, others have drawn less definitive conclusions. On the plus side, a PCT level below 0.25 µg/L may suggest that a patient with a respiratory infection doesn't need antibiotics. Monitoring PCT levels over time also may help clinicians



# Unistik<sup>®</sup> POCT



Featuring Comfort Zone Technology<sup>®</sup>  
for enhanced comfort during testing<sup>1</sup>



## Designed to make testing less of a pain<sup>1</sup>

Unistik<sup>®</sup> products are designed with the patient and healthcare professional in mind, engineered to help reduce pain during the sampling process<sup>1</sup> while giving healthcare professionals confidence and control during capillary sampling.

1. Data on file. 2. No purchase necessary. Available while supplies last. Please allow 8 to 10 weeks for delivery of free samples. CLNJUN/OMI/0618/1/US.

lab costs were \$81 higher (Chest 2017;151:23-33).

"Procalcitonin is a great example of why we need to change the paradigm of lab testing and lab reimbursement," Hayden said. "We need to start thinking, we do lab testing so that we enjoy the benefits of higher quality, higher value care."

The availability of tests with more rapid turnaround times has also helped. Initially, Hayden's lab was running PCT tests in batches 3 times a day with an average turnaround time of 6 hours. Recently, the lab implemented a new system with a more rapid turnaround. "Now, you can get your result back in time to decide what to do with the next dose of antibiotics," Hayden said.

#### A Team Approach

"Labs want to make sure that if they're going to invest in procalcitonin testing, they have a comprehensive team that is going to make sure that it is ordered appropriately," Hayden said.

Both LAC+USC and Weill Cornell Medicine provide clinicians with detailed interpretation algorithms and reference intervals and have educated appropriate departments. Pharmacists also discuss PCT testing during daily rounds.

"Now that we've had the test for over a year, we see much more appropriate ordering patterns," said Chambliss. She noted that some hospitals limit PCT test orders to certain departments or clinicians to ensure proper use.

Consulting with the departments that would use the test is a good place to start, Hayden suggested. Chambliss said she and her colleagues aim for a 2-hour turnaround for PCT tests ordered stat. But at some institutions longer turnarounds such as 4 to 6 hours may be sufficient. "If a lab is worried about providing a rapid turnaround, ask your clinical colleagues. It may not be needed as quickly as one might think," she said.

There also are some unanswered questions about the use of PCT. More study of its use in infections other than sepsis and respiratory infections is needed, Schuetz said. In addition, some controversy remains about appropriate PCT test cut-offs. LAC+USC and Weill Cornell

Medicine use cutoffs that are common in the field based on the studies to date. But many of those studies used older versions of the test and there isn't much comparative data available about newer tests.

"There are a lot more assays out there than there used to be, and we don't have good data as far as how harmonized these assays are," Chambliss said. For now, she and her colleagues are collecting data and collaborating with laboratorians at other



LABS THAT  
INVEST IN  
PROCALCITONIN  
TESTING NEED A  
TEAM TO MAKE  
SURE IT'S  
ORDERED  
APPROPRIATELY

institutions to optimize and assess the use of PCT. ■

**Bridget M. Kuehn** is a science writer in Brookfield, Illinois.

+EMAIL: [bridgetmkuehn@gmail.com](mailto:bridgetmkuehn@gmail.com).

*Disclosures: Dr. Hayden reports receiving honoraria from BD and research support from Agilent Technologies in the past year, and honoraria from Roche 2 years ago. Dr. Schuetz reports research support from bioMerieux, Thermo Fisher, Roche, and Abbott.*

## Routine, Not Boring Centrifuges to Light Up Your Lab



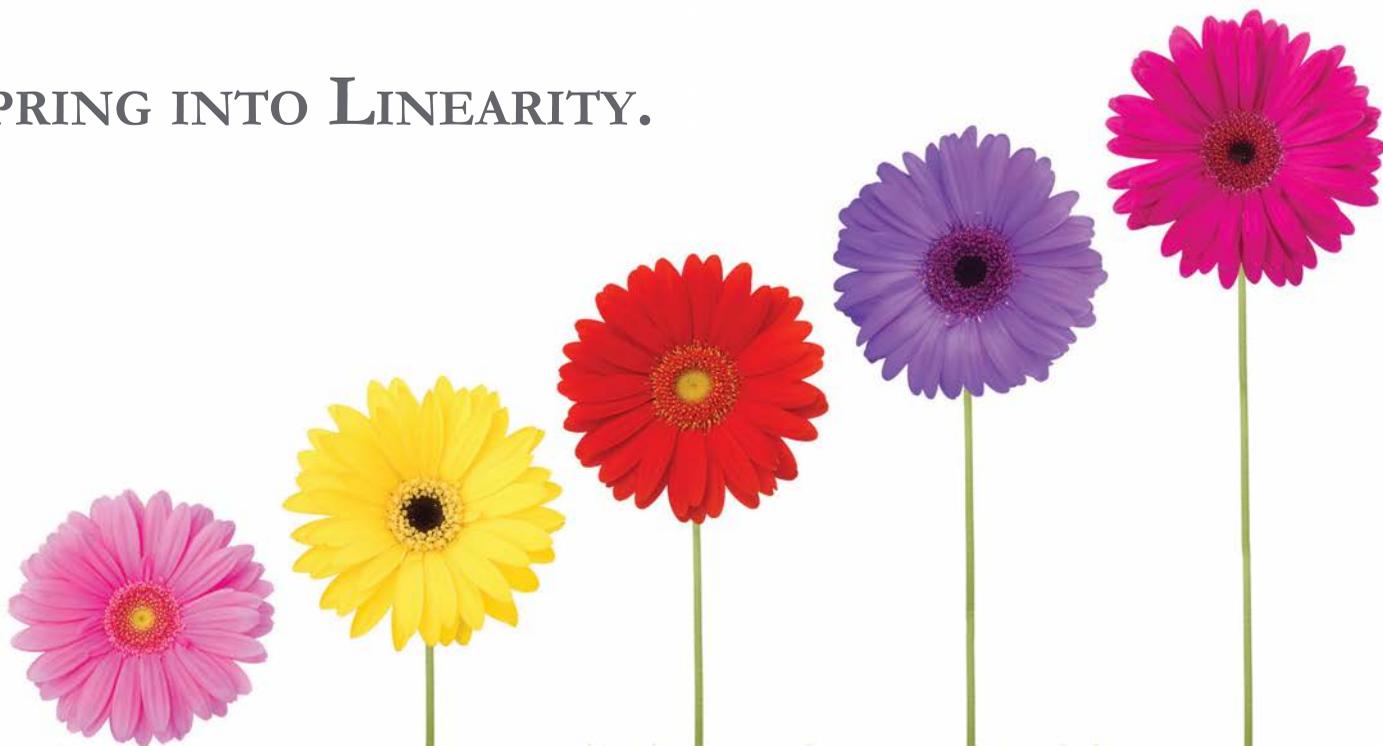
### Simplify, Streamline, and Standardize

With easy-to-use controls that meet your lab's need for flexibility or repeatability, Drucker Diagnostics' HORIZON centrifuges are the affordable, durable choice for any lab.

Visit [www.horizoncentrifuge.com](http://www.horizoncentrifuge.com) to learn more



# SPRING INTO LINEARITY.



## CALIBRATION VERIFICATION/LINEARITY AND DAILY QC

Providing value to our customers through:

- A broad line of superior quality universal & analyzer specific products.
- AUDITOR QC, a free and easy to use online data reduction service providing “instant reports”.
- Personalized technical support from our experienced laboratory professionals.



**AVAILABLE:** Linearity FD Procalcitonin bioMerieux VIDAS and miniVIDAS



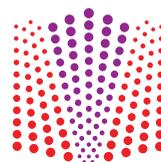
**Levels:** Five

**Format:** Freeze Dried

**Open Vial:** 5 Days when stored at 2-8°C

**Analytes:** Procalcitonin

Order Number: K841M-5



**AUDIT**  
MicroControls™

**GETTING STARTED WITH**

# Laboratory Inform

**Small projects with clean data yield big dividends**





# informatics

BY JULIE KIRKWOOD

Artificial intelligence, super computers, and predictive analytics may be the wave of the future, but clinical laboratorians shouldn't be intimidated by these buzzwords. Labs don't need IBM Watson and a huge research budget to reap the benefits of informatics for improving laboratory efficiency and quality. Plenty can be accomplished working on desktop computers with free or relatively simple software, said Christopher McCudden, PhD, DABCC, FAACC, FCACB, a clinical biochemist at Ottawa Hospital in Ottawa, Ontario, Canada.

McCudden, who taught himself the statistical programming language R, uses data for big research projects or system improvement initiatives, such as tracking down doctors who seem to be ordering unnecessary or expensive tests. He also uses it for simple tasks, such as figuring out whom to contact about updates to a test: He simply runs a report to find out who orders the test in question most frequently.

Getting to this point took a lot of work, but his laboratory has become a resource within the wider healthcare system for data analysis and information, McCudden emphasized. "We bring information to the table rather than just pushing out a result," he said. There are many ways for laboratorians to get started with informatics. McCudden outlined several in an opinion piece he co-authored last year (*J Lab Precis Med* 2017; doi: 10.21037/jlpm.2017.09.07).

### What Data Can Do

A great place to start with lab informatics is in improving test utilization, according to Julia Drees, PhD, DABCC, scientific director of clinical chemistry at Kaiser Permanente Regional Laboratory, Northern California in Richmond. "That's very simple but very powerful because if you suspect that people are ordering this expensive test wrong, you can say, who's ordering it?" Drees commented.

One of her colleagues analyzed laboratory data to figure out why clinicians were ordering immunofixation electrophoresis multiple times a year. This expensive test is best suited for

identifying the clone of the paraprotein upon diagnosis, and the clone rarely changes over the course of disease. But the IFE test at their laboratory also provided levels of IgG, IgA, and IgM.

It turned out that it was this quantitation the providers wanted with their frequent orders. They used it to determine if levels were decreasing with treatment. The lab was able to redirect the majority of repeat orders to the less expensive test that simply quantifies IgG, IgA, and IgM.

Another of Drees' colleagues, a physician, performed an analysis to show his fellow clinicians that they were frequently ordering vitamin D tests on patients older than age 70, while the data showed that those patients were some of the least likely to be insufficient for vitamin D, probably because they were taking multivitamins.

A second valuable use for laboratory data is in identifying populations for reference ranges. Using data compiled from several sources, Drees' laboratory can select a healthy reference population by excluding samples from certain patients whose charts contain any diagnosis codes, prescriptions, or results related to the disease or condition of interest. This gives the staff confidence that the reference range is derived from a truly healthy population, she said.

Another simple but powerful use of laboratory informatics is to monitor and improve turnaround time. Daniel S. Herman, MD, PhD, assistant professor of pathology and laboratory medicine at the Hospital of the University of Pennsylvania in Philadelphia, monitors how quickly the lab returns troponin results for emergency patients. The laboratory has been monitoring this with monthly reports and is now collaborating with data specialists to see if they can produce daily, and ultimately, live dashboards.

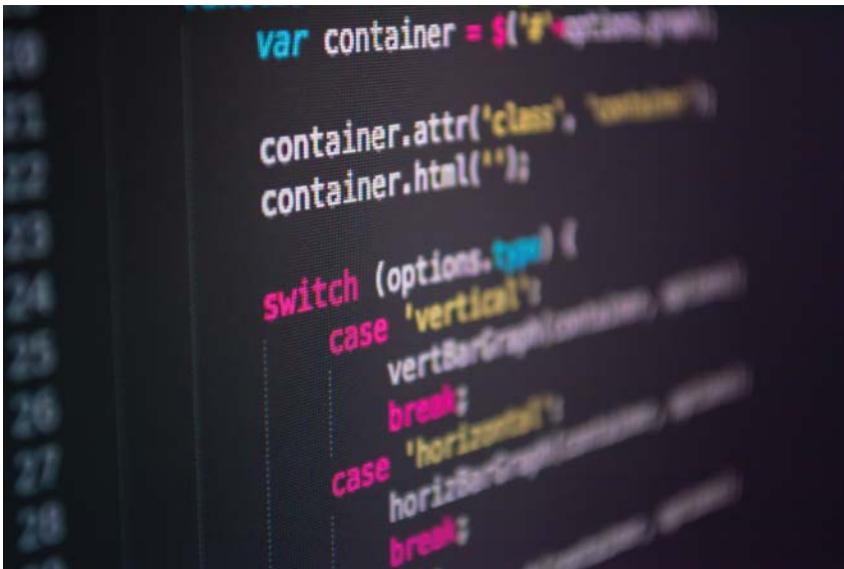
"There are various factors that impede our ability to quickly perform our testing and return [results] to clinicians," Herman said. "Building these reports will allow us to identify which ones we could actually improve upon."

His laboratory also used data to improve hemoglobin A1c turnaround time. The staff started by setting a goal to return results by the end of the day for all specimens received by noon and by noon the next working day for the rest. Technologists used the turnaround

time reports to identify problematic testing factors, such as higher volume on Mondays and delays for repeat tests, and suggested operational changes. They are now meeting their goal for more than 97% of test orders, Herman said.

While Herman and Drees both work at larger institutions and have support from data analytics experts, projects on a smaller scale still produce actionable results, according to experts.

**“It’s important for labs to remember, it’s not about technology. It’s fundamentally about the problem you’re trying to solve. ... The technology makes it easier, but it doesn’t do it for you.”**



### First Steps

Even before digging into data projects, one of the most foundational informatics tasks a laboratory should undertake is making sure the laboratory information system (LIS) and electronic medical record system are working effectively, noted Brian R. Jackson, MD, MS, associate professor of pathology at the University of Utah and medical director of IT and pre-analytic services at ARUP Laboratories in Salt Lake City. “That’s not sexy, but it’s what every lab needs to do,” said Jackson, who also serves on CLN’s Patient Safety Focus editorial board.

This includes actively managing the test menu options so that clinicians

can quickly find the appropriate tests. For example, if the hospital infectious diseases team has decided that a certain respiratory virus panel is the appropriate first line test for influenza A in hospitalized patients, a clinician likely will search the menu for “influenza” and may not find the right test if it’s listed under “r” for “respiratory.”

Jackson also recommends performing chart reviews based on what clinicians see online, not just how results look on paper. In addition, labs should ensure they have a good test directory website and that stakeholders know about it and can find it. Finally, he suggests that labs make it easy for clinicians to contact them by getting into the loop with whichever systems clinicians use to communicate, such as secure text messaging.

“If the lab is not doing that stuff really well, then it’s not usually going to be well positioned to go beyond that in terms of interesting informatics,” Jackson said.

### Beyond the Basics

For laboratorians who are ready to take the next step, the first hurdle is getting access to data, McCudden said. LISs generally are built for inputting data—not taking data out. Access will require help from the information technology team and often support from administrators, who may worry about the security and privacy of the data.

Then there is the question of tools. Basic spreadsheet programs, such as Excel, can be useful for small datasets, McCudden said. However, laboratorians who expect to analyze data regularly using large datasets and who want automated reports should consider third-party software such as

Tableau or Microsoft’s Power BI, or even learn to program in R (the software is free and there are many free online educational tools).

Though necessary, tools are secondary to the business problem at hand, said Jackson at ARUP. “It’s important for labs to remember, it’s not about technology,” Jackson said. “It’s really fundamentally about the problem you’re trying to solve. ... The technology makes it easier, but it doesn’t do it for you.”

Often the data are only a starting point, McCudden agreed. “It’s not a substitute for talking to people, holding meetings, and implementing change management,” he said.

A first look at the data should always include a reality check to make sure it’s not garbage, McCudden noted. Is one doctor ordering all the tests for an entire division? Is it taking 6 hours to report a troponin result? Something may be wrong with the data. Check your findings using knowledge of the laboratory. Talk to people in other departments. The last thing the laboratory needs is a glossy report based on bad data. “It’s one of the biggest risks,” he said. “You can get 10,000 rows of data really easily, but it could be a massive pile of junk if it’s not validated.”

Armed with good data, there are many business problems laboratories can take on. For example, data on how often a test is performed can be used to determine how often to run quality control, or whether a test should be batched, sent to a reference lab versus performed in-house, or whether a new instrument is warranted. Data on test volume helps with scheduling staff and couriers, too. Turnaround time data can be used to monitor whether a laboratory is meeting clinical goals, to discover bottlenecks, or see if changes have been effective.

The key, Herman emphasized, is to choose a project that is actionable and to talk to your colleagues to make sure the data makes sense. “If you don’t understand where the data’s coming from, it’s really tough to draw the right conclusions from it,” he said, “and very easy to make mistakes.” ■

**Julie Kirkwood** is a freelance journalist who lives in Rochester, New York.

EMAIL: [julkirkwood@gmail.com](mailto:julkirkwood@gmail.com)

Visit us at AACC  
booth #2267  
to learn more.

OrchardSoftware  
Harvest the Power

# BRIDGE THE POCT GAP

## Software to Simplify the Administration & EHR Integration of POCT

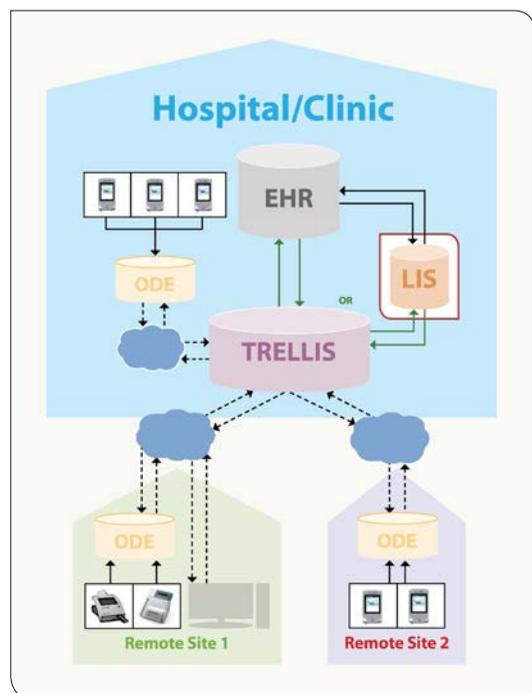
### Orchard Trellis: Software for Point-of-Care Testing Management & Integration

Point-of-care testing (POCT), whether at the hospital bedside or in near-patient testing at a clinic, is an essential part of patient-centered care; yet, the true value of the rapid turnaround time that makes POCT so beneficial is only achieved when those results are captured real-time in the EHR. Additionally, administrative oversight of POCT brings challenges in tracking diverse testing locations, operators, and devices. Orchard Software's POCT management and integration tool, Orchard® Trellis™, can simplify management of complex and diverse POCT situations.

### Real-time POCT Connectivity Enhances Patient Satisfaction & Analytics

Trellis eliminates transcription errors and gives providers immediate access to POCT results via the EHR to make faster clinical decisions and enable inclusion of POCT results in analytics for population health management. Additionally, the rapid turnaround time of integrated POCT enhances both provider and

patient satisfaction. Trellis is flexible enough to meet the unique POCT scenarios in today's healthcare facilities regardless of size and scope; this includes working with your existing LIS, managing bedside testing, or managing near-patient testing in a clinic setting.



### Ease the Task of POCT Management Across Locations

Trellis can ease the workload for POC coordinators by tracking training and competency assessments for a multitude of operators, devices, and locations, helping ensure quality of testing and aiding in meeting inspection requirements. Trellis offers remote handling of QC, automated billing, and decision-support rules to make POCT oversight easy to manage from a central location.

### Orchard Trellis software helps you simplify the management, administration, and EHR integration of point-of-care testing.

Integrates near-patient or remote results into your EHR

Eases POCT oversight for POC coordinators

Comprehensive, real-time dashboard keeps you informed

Tracks training and certification dates for all testing personnel

Provides tools for managing your POCT QC

Graphs linearity and calibration verification values

Enables bar code label printing at your POCT locations

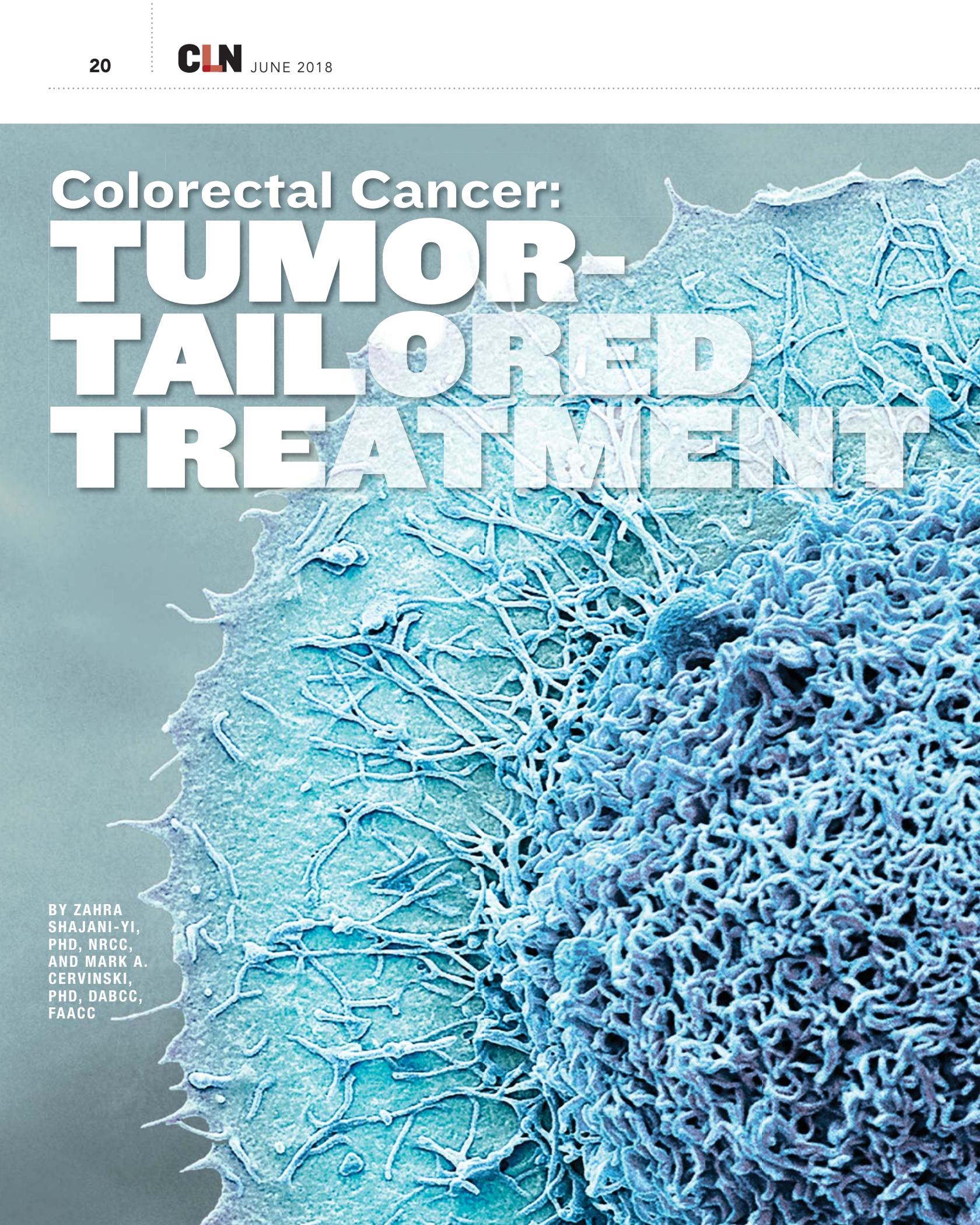
Decision-support rules enhance and automate performance

Integrated POCT improves billing accuracy

Flexible solution offers many deployment options

*If you are looking for a cost-effective way to electronically bridge the POCT gap, call us today or visit us at AACC booth #2267 for a demonstration of how Orchard Trellis provides the necessary tools to expertly integrate and administer your POCT.*





# Colorectal Cancer: **TUMOR- TAILORED TREATMENT**

BY ZAHRA  
SHAJANI-YI,  
PHD, NRCC,  
AND MARK A.  
CERVINSKI,  
PHD, DABCC,  
FAACC

**H**istorically, treatment for colorectal cancer (CRC) has been guided primarily by cancer stage, morphology, and family history. However, as technological developments over the last decade have reduced the turnaround time and cost of molecular methods, DNA testing of tumor tissue has rapidly become the standard of practice for personalizing treatment, particularly in the case of metastatic disease.

Predictive biomarkers help direct therapy decisions by providing information on differences in treatment response in biomarker-positive patients compared to biomarker-negative patients. Molecular analysis of tumor tissue also provides treatment-independent prognostic information on outcomes such as overall survival (OS) time or progression-free survival time.

In 2017, the American Society for Clinical Pathology, College of American Pathologists, Association for Molecular Pathology, and American Society of Clinical Oncology established evidence-based guidelines for molecular biomarker testing of colorectal tumor tissue as an aid in directing treatment (3). The guideline committee reviewed 123 articles published from January 1, 2008, to February 12, 2015, and established 21 guidelines. Six of these centered on specific tumor tissue biomarkers (*NRAS*, *KRAS*, *BRAF*, *PIK3CA*, *PTEN*) and mismatch repair (MMR) testing that may determine etiology, stratify patients by prognosis, or measure treatment response. We expand on five of these guideline statements in this article.

### A Molecular History of CRC

CRC is a heterogeneous disease resulting from the accumulation of genetic and epigenetic alterations. The etiology of CRC impacts treatment, prognosis, management, and surveillance frequency.

The overall 5-year CRC survival rate is approximately 65%, with the main prognostic factor for survival being cancer stage at diagnosis. The 5-year survival rate is approximately 90% for Stage I and declines to about 70% for Stage II, 58% for Stage III, and less than 15% for Stage IV, with mortality largely attributed to

metastasis (1). At the time of diagnosis, 25% of CRC patients present with metastasis and nearly 50% of all patients with CRC will develop metastasis, with the liver being the most common site (2). Early intervention and successful resection of the primary tumor are often curative; however, early stage disease typically does not present with symptoms, highlighting the importance of CRC screening programs.

Colonoscopy remains the gold standard CRC screening method but suffers from low compliance due to the invasive nature of the test. Noninvasive stool-based screening tests such as fecal occult blood tests (FOBT) and fecal immunochemical tests likewise have less than ideal participation rates. The dietary restrictions patients need to adhere to before FOBT also limit its uptake, and this method generally has low overall sensitivity.

The serum-based tumor marker carcinoembryonic antigen (CEA) has low sensitivity and specificity for CRC, particularly in the early stages when resection would have the most impact. Consequently, CEA testing is only recommended for monitoring cancer recurrence, not detecting the disease.

Most CRC tumors are sporadic (70%–80%), and age remains the greatest risk factor. The genes most commonly mutated in CRC include *APC* (in about 80%–82% of cases), *TP53* (48%–59%), *KRAS* (40%–45%), and *PIK3CA* (14%–18%); however, numerous other genes show mutations at significantly lower frequencies (4).

The pattern of mutations and epigenetic alterations of these genes influence how normal colon tissue progresses to CRC. The two most common pathways of tumor development are chromosomal instability (CIN) and microsatellite instability (MSI), responsible for 60%–75% and 10%–20% of CRC cases, respectively. CIN is the most common

pathway of CRC pathogenesis and also the cause of most sporadic CRC (5). The hypothesis is that as adenomatous tissue grows, it also accumulates genetic mutations or epigenetic changes to gene expression. Notably, only a small percentage of adenomatous polyps progress to CRC. Tumors arising in this pathway typically have aneuploidy and multiple somatic mutations. These can include loss of heterozygosity of *APC* and/or *TP53* genes as well as activating mutations in *KRAS* and *NRAS*.

MSI drives the remaining 10%–20% of sporadic CRC and can be detected as alterations in the length of DNA microsatellite sequences that lead to a very high level of mutations. Functional defects in the DNA MMR system cause MSI-related tumors (5).

### Biomarkers Used to Determine Etiology

*Guideline Statement #2b BRAF p.V600 mutational analysis should be performed in deficient MMR tumors with loss of MLH1 to evaluate for Lynch Syndrome Risk. Presence of BRAF mutation strongly favors a sporadic pathogenesis. The absence of BRAF mutation does not exclude risk of Lynch syndrome.* Strength of Recommendation: Recommendation

MSI occurs in a minority of sporadic CRC cases. In about 75% of these cases, MSI arises from epigenetic silencing via CpG methylation of the promoter for the *MLH1* gene, one of the four MMR genes. Sporadic mutations in the other MMR genes (*MSH2*, *MSH6*, and *PMS2*) also occur, albeit more rarely. In addition to a sporadic pathogenesis, MSI arises

### T1 Important Terms

Biomarker	A protein or DNA sequence used for diagnostic, predictive, or prognostic monitoring of diseases such as CRC.
Tumor Marker	A quantifiable protein or hormone typically measured in serum, urine, or body fluids to tumor response to therapy, or to surveil for cancer recurrence.
Mutations	Changes in DNA sequence that alter the function of the gene product. Mutations can be deleterious (loss of function), as in the case of tumor suppressors, or activating (gain of function), as in the case of tumor promoter genes.
Epigenetic Alterations	Non-coding alterations to DNA, such as methylation, that change the transcription of DNA sequences. These changes may repress or enhance the expression of gene products such as proteins.

from germline mutations to one of the four MMR genes or the *EPCAM* gene. These are the causative mutations of Lynch syndrome, the most common hereditary cause of CRC, accounting for between 2% and 4% of all CRC.

For tumors demonstrating a loss of *MLH1*, the current recommendation is to perform *BRAF* p.V600 mutational analysis of the tumor tissue. The *BRAF* p.V600 mutation is rarely associated with the germline mutations found in Lynch syndrome but occurs in approximately 75% of epigenetically silenced *MLH1* in sporadic MSI tumors. As noted in the guideline statement, the presence of the *BRAF* mutation strongly suggests that the etiology of the disease is sporadic, rather than hereditary.

Patients with unresectable or partially resectable metastatic CRC may benefit from adding anti-epidermal growth factor receptor (EGFR)-targeted monoclonal antibody therapies (cetuximab and panitumumab) to their standard chemotherapy regimen. Early studies examining the effectiveness of anti-EGFR therapy demonstrated that this approach improved overall response and reduced risk of disease progression when compared to a standard chemotherapy regimen (2, 8).

While impressive, these initial studies examined the effect of anti-EGFR therapy in an unselected population and found that less than 20% of participants benefited (9). Subsequent studies demonstrated that patients with activating mutations in downstream effectors of EGFR such as *KRAS* and *NRAS* had significantly worse response rates (10-13). These activating mutations in *KRAS* and *NRAS* produce effectors that are independent of EGFR's binding to its ligand, rendering the monoclonal antibody therapy ineffective. This applies to a relatively large population of CRC patients as approximately 40% have an activating *KRAS* mutation, and 7% have an activating *NRAS* mutation. Patients with wild-type *KRAS* and *NRAS* have a significantly improved overall response to anti-EGFR therapy with longer progression-free survival and a higher 5-year OS rate.

These studies also found that *KRAS* and *NRAS* mutation status does not influence patient OS for those only receiving supportive care, reinforcing *RAS* mutational status as a predictive rather than prognostic biomarker.

*Guideline Statement #4: There is insufficient evidence to recommend BRAF c.1799 p.V600 mutational status as a predictive molecular biomarker*

*Guideline Statement #4: There is insufficient evidence to recommend BRAF c.1799 p.V600 mutational status as a predictive molecular biomarker*

*for response of anti-EGFR inhibitors.* Strength of Recommendation: No recommendation.

The *BRAF* activating mutation *BRAF* c.1799 p.V600 occurs in approximately 8%–12% of patients with stage IV CRC and about 14% of patients with stage II and III disease. This and the *RAS* mutations often are mutually exclusive (13). The low prevalence of *BRAF* mutations clouds their predictive value in patients with stage IV CRC, and testing for whether *BRAF*-mutant tumors are resistant to anti-EGFR antibody remains controversial.

Published studies have yielded varied and conflicting conclusions. Several have reported that patients with this mutation have a poorer response rate to chemotherapy in combination with cetuximab compared to patients with wild-type *BRAF*; however, a modest beneficial impact from adding anti-EGFR agents also has been reported (13-15).

### Prognostic Markers

*Guideline Statement #2a BRAF p.V600 (BRAF c.1799 [p.V600]) mutational status should be performed in colorectal tissue in patients with colorectal carcinoma for prognostic stratification.* Strength of Recommendation: Recommendation.

This recommendation is supported by numerous publications that have demonstrated that stage II-IV patients with *BRAF* p.V600 mutations have shorter progression-free survival and OS time (16). While there is currently insufficient evidence to determine whether patients with the *BRAF* p.V600 mutation benefit from anti-EGFR therapy, standard treatment regimens are likely insufficient for this population. There also are encouraging findings from clinical trials exploring the combination of standard anti-EGFR therapy with novel *BRAF* inhibitors.

*Guideline Statement #3 Clinicians should order mismatch repair status testing in patients with CRCs for the identification of patients at high risk for Lynch syndrome and/or prognostic stratification.* Strength of Recommendation: Recommendation.

In addition to identifying patients at risk for Lynch syndrome, MMR

## T1 Description of Strength of Recommendations

Strong Recommendation	Supported by convincing or adequate strength of evidence and clear benefit that outweighs harms.
Recommendation	Some limitations in strength of evidence, quality of evidence, or balance of benefits and harms, but the panel concludes that there is sufficient evidence and/or benefit to inform a recommendation.
Expert Consensus Opinion	Serious limitations in strength of evidence, quality of evidence, or balance of benefits and harms, but the panel concludes that there is sufficient evidence and/or benefit to inform a recommendation.
No Recommendation	Insufficient evidence or agreement on the balance of benefit and harms, values, or costs to provide a recommendation.

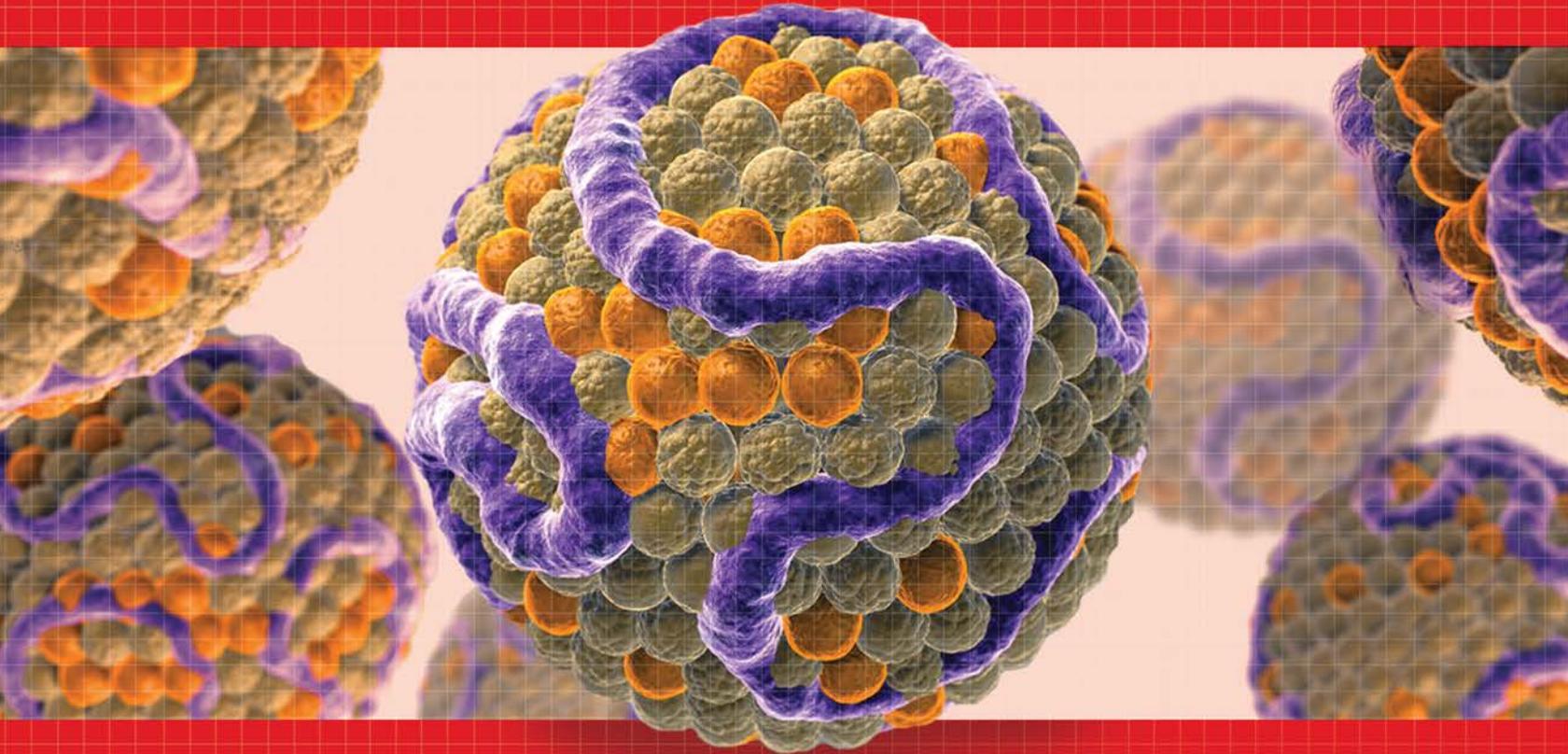
While the treatment modalities for sporadic and Lynch syndrome tumors may not differ, identifying patients with Lynch syndrome is important, as it is inherited in an autosomal dominant manner and increases the risk of endometrial, ovarian, gastric, and other cancers (6, 7).

### Biomarkers for Predicting Treatment Response

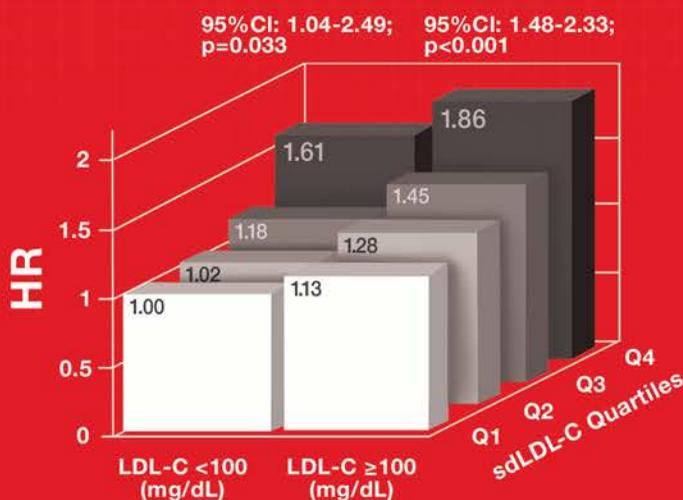
*Guideline Statement #1: Patients with colorectal carcinoma being considered for anti-EGFR therapy must receive RAS mutational testing. Mutational analysis should include KRAS and NRAS codons 12 and 13 of exon 2, 59 and 61 of exon 3, and 117 and 146 of exon 4 ("expanded" or "extended" RAS).* Strength of Recommendation: Recommendation.

# Cardiovascular Disease Prediction by Small Dense LDL Cholesterol

Fully automated assay to quantify small dense LDL cholesterol cleared by US FDA



Small dense LDL can help identifying patients at a higher risk for cardiovascular disease and serve for a better management of the risk, especially for whom LDL cholesterol is moderately low.



Adjusted hazard ratios for incident coronary heart disease consisting of myocardial infarction, coronary heart disease death and revascularization by small dense LDL cholesterol (sdLDL-C) quartiles stratified by LDL-C risk categories. Adjusted for age, sex, and race, smoking, body mass index, hypertension, diabetes mellitus, diabetes mellitus medications, and log high-sensitivity C-reactive protein. CI indicates confidence interval (adapted from Hoogeveen et al. Arterioscler Thromb Vasc Biol. 2014;34:1069-1077 with approval).



**Denka Seiken**  
Diagnostics for Cardiovascular Health  
[www.denka-seiken.jp](http://www.denka-seiken.jp)

testing provides prognostic data for sporadic CRC. Patients with early stage MSI tumors have a better prognosis than those with microsatellite stable tumors. In a meta-analysis summarizing 20 studies that included 9,243 patients, patients with a high level of MSI had a longer OS time.

Patients with MSI-positive tumors also had longer overall disease-free survival than patients without MSI-positive tumors (17).

In addition to the prognostic value of MSI status, emerging data indicates that patients with tumors positive for MMR defects may have a better response rate to immune checkpoint inhibitors such as pembrolizumab (18).

#### Other Potential Biomarkers

*Guideline Statement #5 There is insufficient evidence to recommend PIK3CA mutational analysis of colorectal carcinoma tissue for therapy selection outside of a clinical trial.* Strength of Recommendation: No recommendation.

Despite screening, some patients with wild-type RAS mutations still fail to respond to anti-EGFR monoclonal therapy. Activating mutations in KRAS and NRAS account for just 40% of anti-EGFR-resistant stage IV CRC patients, suggesting the possibility of other potential negative predictive biomarkers.

Several studies have evaluated PIK3CA as a negative predictive marker to anti-EGFR monoclonal antibodies. Approximately 40% of PIK3CA mutations co-occur with RAS mutations and nearly 50% of PIK3CA co-occur with BRAF mutations, making it difficult to elucidate the importance of PIK3CA as an independent predictive and prognostic marker (13). To understand these effects, more studies are needed with sufficiently large cohorts of patients with wild-type NRAS, wild-type BRAF, and mutant PIK3CA.

Some evidence also suggests that another gene, TP53, holds promise as a predictive biomarker to assess treatment response. TP53 is the most frequent somatic gene mutation in human cancer and is found in approximately half of all adenocarcinomas, making it an exciting potential target for personalized therapy (4, 21).

TP53 has been reported to predict the effect of adjuvant 5-fluorouracil therapy in patients with stage III (N1) CRC (19). In addition, mutant-TP53 patients with metastatic CRC who received neo-adjuvant chemotherapy had statistically significant

poorer outcomes, with decreased 5-year OS rate (20). The role of TP53 as a prognostic biomarker is still being evaluated: The same study reported no difference in the rate of 5-year OS for mutant-TP53 and wild-type TP53 patients who did not receive neo-adjuvant therapy (20).

Unlike KRAS, which harbors several high-frequency mutations, numerous discrete TP53 mutations occur at relatively low frequencies. One study of 456 CRC patients detected more than 130 discrete mutations, with the two most prevalent accounting for just 14% of TP53-positive mutations and 7% of all CRCs tested (21). Future studies coupling discrete mutational status with treatment response and overall survival could be immensely valuable for developing exquisitely personalized therapies.

#### Conclusion

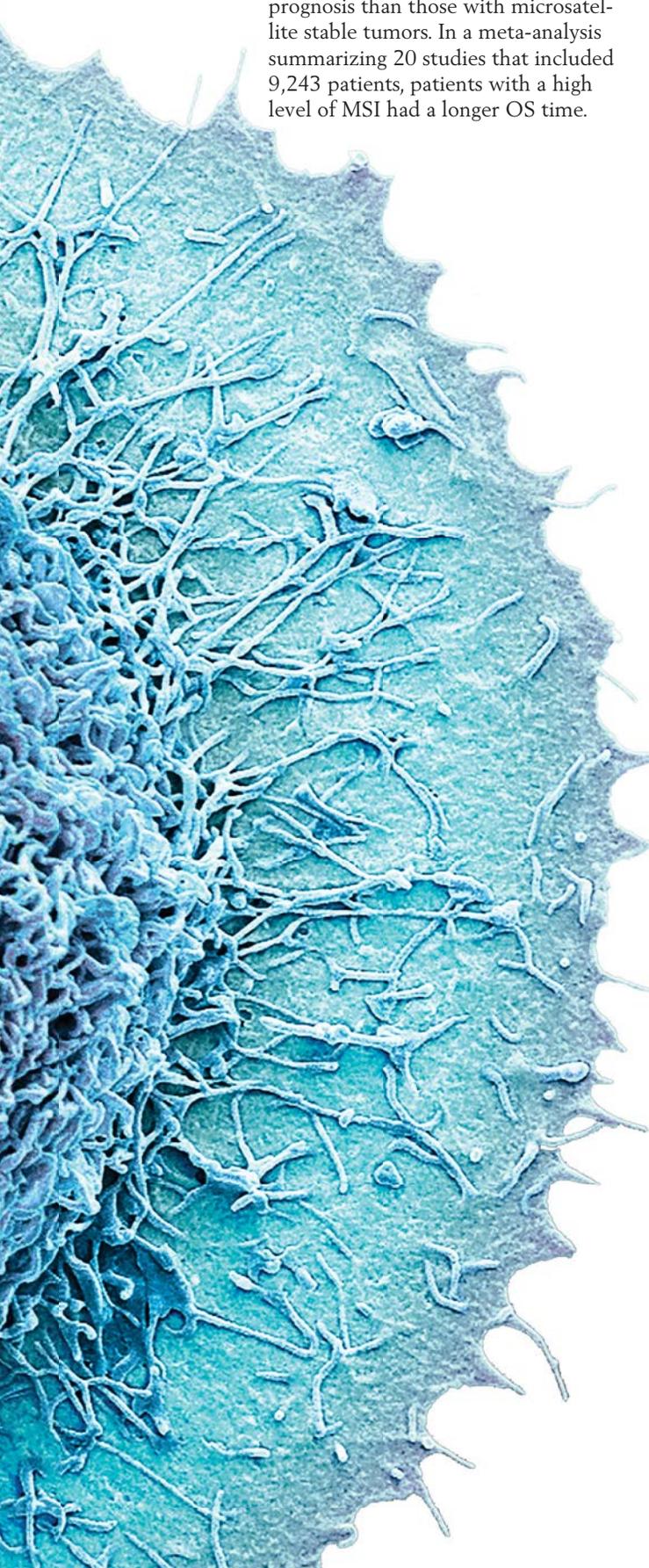
Available treatments for CRC continue to advance, and researchers rapidly are discovering new information about tumorigenesis pathways. These insights are now being translated into new potential treatments in clinical trials targeted to the unique features of each patient's tumor composition, with the goal of improving OS of CRC patients. Continued research will hopefully lead to finely and precisely tailored treatments. ■

**Zahra Shajani-Yi, PhD, NRCC**, is an assistant professor at Vanderbilt University School of Medicine in the department of pathology, microbiology and immunology. She is also associate director of the clinical chemistry laboratory and medical director of esoteric chemistry at Vanderbilt University Medical Center in Nashville, Tennessee.

EMAIL: [zahra.s.yi@vanderbilt.edu](mailto:zahra.s.yi@vanderbilt.edu)

**Mark A. Cervinski, PhD, DABCC, FAACC**, is an associate professor at the Geisel School of Medicine at Dartmouth in the department of pathology and laboratory medicine. He is also director of the clinical chemistry laboratory and point-of-care testing at Dartmouth-Hitchcock Medical Center in Lebanon, New Hampshire.

EMAIL: [mark.a.cervinski@hitchcock.org](mailto:mark.a.cervinski@hitchcock.org)



## Future studies coupling discrete mutational status with treatment response and overall survival could be immensely valuable for developing exquisitely personalized therapies.

### REFERENCES

- Hari DM, Leung AM, Lee JH, et al. AJCC Cancer Staging Manual 7th edition criteria for colon cancer: do the complex modifications improve prognostic assessment? *J Am Coll Surg* 2013;217:181-90.
- Van Cutsem E, Cervantes A, Nordlinger B, et al. Metastatic colorectal cancer: ESMO Clinical Practice Guidelines for diagnosis, treatment and follow-up. *Annals of Oncology* 2014;25:1-9.
- Sepulveda AR, Hamilton SR, Allegra CJ, Grody W, et al. Molecular biomarkers for the evaluation of colorectal cancer guideline from the American Society for Clinical Pathology, College of American Pathologists, Association for Molecular Pathology, and American Society of Clinical Oncology. *Am J Clin Pathol* 2017;147:221-60.
- Kandath C, McLellan MD, Vandin F, et al. Mutational landscape and significance across 12 major cancer types. *Nature* 2013;502:333-41.
- Dienstmann R, Vermeulen L, Guinney J, et al. Consensus molecular subtypes and the evolution of precision medicine in colorectal cancer. *Nature Reviews Cancer* 2017;17:79.
- Stoffel EM, Mangu PB, Gruber SB, et al. Hereditary colorectal cancer syndromes: American society of clinical oncology clinical practice guideline endorsement of the familial risk–colorectal cancer: European society for medical oncology clinical practice guidelines. *J Clin Oncol* 2014;33:209-17.
- Samadder NJ, Jasperson K, Burt RW. Hereditary and common familial colorectal cancer: evidence for colorectal screening. *Dig Dis Sci* 2015;60:734-47.
- Bokemeyer C, Van Cutsem E, Rougier P, et al. Addition of cetuximab to chemotherapy as first-line treatment for KRAS wild-type metastatic colorectal cancer: pooled analysis of the CRYSTAL and OPUS randomised clinical trials. *Eur J Cancer* 2012;48:1466-75.
- Meyerhardt JA, Mayer RJ. Systemic therapy for colorectal cancer. *N Engl J Med* 2005;352:476-87.
- Lievre A, Bachet JB, Boige V, et al. KRAS mutations as an independent prognostic factor in patients with advanced colorectal cancer treated with cetuximab. *J Clin Oncol* 2008;26:374-9.
- Karapetis CS, Khambata-Ford S, Jonker DJ, et al. KRAS mutations and benefit from cetuximab in advanced colorectal cancer. *N Engl J Med* 2008;359:1757-65.
- Sorich MJ, Wiese MD, Rowland A, et al. Extended RAS mutations and anti-EGFR monoclonal antibody survival benefit in metastatic CRC: a meta-analysis of randomized, controlled trials. *Annals of Oncology* 2014;26:13-21.
- De Roock W, Claes B, Bernasconi D, et al. Effects of KRAS, BRAF, NRAS, and PIK3CA mutations on the efficacy of cetuximab plus chemotherapy in chemotherapy-refractory metastatic colorectal cancer: a retrospective consortium analysis. *Lancet Oncol* 2010;11:753-62.
- Pietrantonio F, Petrelli F, Coinu A, et al. Predictive role of BRAF mutations in patients with advanced colorectal cancer receiving cetuximab and panitumumab: a meta-analysis. *Eur J Cancer* 2015;51:587-94.
- Rowland A, Dias MM, Wiese MD, et al. Meta-analysis of BRAF mutation as a predictive biomarker of benefit from anti-EGFR monoclonal antibody therapy for RAS wild-type metastatic colorectal cancer. *Br J Cancer* 2015;112:1888.
- Lochhead P, Kuchiba A, Imamura Y, et al. Microsatellite instability and BRAF mutation testing in colorectal cancer prognostication. *J Natl Cancer Inst* 2013;105:1151-6.
- Guastadisegni C, Colafranceschi M, Ottini L, et al. Microsatellite instability as a marker of prognosis and response to therapy: a meta-analysis of colorectal cancer survival data. *Eur J Cancer* 2010;46:2788-98.
- Le DT, Uram JN, Wang H, et al. PD-1 blockade in tumors with mismatch-repair deficiency. *N Engl J Med* 2015;372:2509-20.
- Kandioler D, Mittlböck M, Kappel S, et al. TP53 mutational status and prediction of benefit from adjuvant 5-fluorouracil in stage III colon cancer patients. *EBioMedicine* 2015;2:825-30.
- Pilat N, Grünberger T, Längle F, et al. Assessing the TP53 marker type in patients treated with or without neoadjuvant chemotherapy for resectable colorectal liver metastases: a p53 Research Group study. *Eur J Surg Oncol* 2015;41:683-9.
- Shajani-Yi Z, de Abreu FB, Peterson JD, et al. Frequency of somatic TP53 mutations in combination with known pathogenic mutations in colon adenocarcinoma, non-small cell lung carcinoma and gliomas as identified by next-generation sequencing. *Neoplasia* 2018;20:256-62.



to therapy: a meta-analysis of colorectal cancer survival data. *Eur J Cancer* 2010;46:2788-98.

- Le DT, Uram JN, Wang H, et al. PD-1 blockade in tumors with mismatch-repair deficiency. *N Engl J Med* 2015;372:2509-20.
- Kandioler D, Mittlböck M, Kappel S, et al. TP53 mutational status and prediction of benefit from adjuvant 5-fluorouracil in stage III colon cancer patients. *EBioMedicine* 2015;2:825-30.
- Pilat N, Grünberger T, Längle F, et al. Assessing the TP53 marker type in patients treated with or without neoadjuvant chemotherapy for resectable colorectal liver metastases: a p53 Research Group study. *Eur J Surg Oncol* 2015;41:683-9.
- Shajani-Yi Z, de Abreu FB, Peterson JD, et al. Frequency of somatic TP53 mutations in combination with known pathogenic mutations in colon adenocarcinoma, non-small cell lung carcinoma and gliomas as identified by next-generation sequencing. *Neoplasia* 2018;20:256-62.

Get free continuing education credit for reading this article.

AACC designates  
0.5 ACCENT® credit hours.



Visit [www.aacc.org/publications/cln/](http://www.aacc.org/publications/cln/) accent for more information.

## Regulatory Roundup



### FDA Proposes a New, Streamlined 510(k) Pathway

In the draft guidance “Expansion of the Abbreviated 510(k) Program: Demonstrating Substantial Equivalence through Performance Criteria,” the Food and Drug Administration (FDA) proposes new options for demonstrating substantial equivalence for 510(k) submissions through the Abbreviated 510(k) program. Currently, manufacturers seeking 510(k) clearance must prove the safety and efficacy of new devices through comparative testing against predicate devices. However, predicate devices can be old and in certain cases might not closely reflect the modern technology embedded in new devices. If finalized, this guidance would establish a voluntary program for certain well-understood device types that would permit companies to demonstrate that a new device meets FDA-identified performance criteria instead of directly comparing the performance of the new device to a specific predicate device. By allowing a set of objective, transparent, and well-validated performance metrics to serve as the benchmark for evaluating some new devices, FDA aims to offer a more efficient and less burdensome regulatory pathway while maintaining standards for safety and effectiveness. The agency is seeking comments through July 11 on this draft document at [www.regulations.gov](http://www.regulations.gov).

#### GUIDANCE FOR NEXT-GENERATION SEQUENCING TESTS FINALIZED BY FDA

The Food and Drug Administration (FDA) has finalized two guidance documents designed to enhance collaboration among researchers and drive the efficient development of novel next-generation sequencing (NGS)-based tests. The first guidance, “Use of Public Human Genetic Variant Databases to Support Clinical Validity for Genetic and Genomic-Based In Vitro Diagnostics,” describes a streamlined regulatory approach that allows test developers to rely on clinical evidence from FDA-recognized public databases to support clinical claims for their tests and provide assurance of the accurate clinical evaluation of genomic test results. The second guidance, “Considerations for Design, Development, and Analytical Validation of NGS-Based In Vitro Diagnostics Intended to Aid in the Diagnosis of Suspected Germline Diseases,” provides recommendations for

designing, developing, and validating NGS-based tests used to diagnose individuals with suspected genetic diseases. The document also clarifies how FDA evaluates premarket submissions to determine an NGS-based test’s analytical validity, including how well a test detects the presence or absence of a particular genomic change.

#### FIRST TEST FOR DRUG-RESISTANT YEAST GETS FDA AUTHORIZATION

Through the de novo premarket review pathway, the Food and Drug Administration (FDA) has authorized the first test to identify the emerging pathogen *Candida auris* (*C. auris*), a yeast that is frequently resistant to multiple antifungal drugs. Specifically, FDA has permitted Bruker Daltonik to expand marketing of the Bruker MALDI Biotyper CA system to include the identification of *C. auris*, adding to the system’s already cleared uses for the identification of 424 clinically relevant bacteria and yeast species. The Bruker MALDI Biotyper CA system uses matrix-assisted laser desorption/ionization mass spectrometry in combination with a reference organism database to identify pathogens. FDA evaluated the use of a

standard protocol for adding *C. auris* to the system database in conjunction with the performance data from 28 *C. auris* samples and other supporting analytical studies. Findings indicate that the system reliably identifies *C. auris* 100% of the time.

In the future, FDA plans to propose exempting certain mass spectrometry microorganism identification system processes from additional premarket review after a system process receives a first-time FDA marketing authorization.

#### FDA AUTHORIZES FIRST CONTINUOUS GLUCOSE MONITORING SYSTEM THAT CAN BE INTEGRATED WITH OTHER DEVICES

Dexcom has received Food and Drug Administration authorization through the de novo premarket review pathway to market the Dexcom G6 integrated continuous glucose monitoring system for determining blood glucose levels in children age 2 or older and adults with diabetes. This is the first continuous glucose monitoring system permitted by the agency to be used as part of an integrated system with other compatible medical devices such as insulin pumps. The Dexcom

G6 is a patch device that is applied to the skin of the abdomen and contains a small sensor that continuously measures the amount of glucose in body fluid. The device transmits real-time glucose readings every 5 minutes to a compatible display device and triggers an alarm when a patient's blood sugar levels are too high or low. If the Dexcom G6 is integrated with an automated insulin dosing system, it triggers the release of insulin from the pump in response to a rise in blood sugar.

**FDA CLEARS CANCER GENETICS' TISSUE OF ORIGIN TEST**

**C**ancer Genetics has received 510(k) clearance from the Food and Drug Administration for its Tissue of Origin (TOO) test following modifications made to test reagents and software. TOO is a microarray-based gene expression test that analyzes a tumor's genomic information to help identify its origin and aid in classifying metastatic, poorly

differentiated, or undifferentiated cancers. TOO assesses 2,000 individual genes, covering 15 of the most common tumor types (representing 58 morphologies) and 90% of all solid tumors. These tumors include thyroid, breast, non-small cell lung, pancreas, gastric, colorectal, liver, bladder, kidney, non-Hodgkin's lymphoma, melanoma, ovarian, sarcoma, testicular germ cell, and prostate. Compared to the first version of the test, the current TOO assay uses new labeling reagents and has a higher accuracy rate and shorter workflow with similar precision and reproducibility. TOO is covered by Medicare and provides a pathologist's review and interpretation of a patient's test results and diagnosis.

**CURETIS EARNS FDA OK FOR LOWER RESPIRATORY TRACT INFECTIONS TEST**

**T**he Food and Drug Administration (FDA) has granted Curetis de novo authorization for the use of the

Unyvero system and Lower Respiratory Tract Infection (LRT) application cartridge, which together provide rapid infectious diseases testing with a focus on lower respiratory tract infections. According to Curetis, the Unyvero system identifies the causative pathogen in more than 90% of hospitalized patients with pneumonia and detects genetic antibiotic resistance markers as well. It is also the first automated molecular diagnostic test authorized by FDA for the detection of the atypical microorganism *Legionella pneumoniae*. Using aspirate samples, the test provides results in less than 5 hours. As part of Curetis' FDA application for the Unyvero system and LRT, the company submitted data from a clinical trial that included more than 2,200 patient samples at nine participating U.S. hospitals. Curetis now intends to apply for a label claim extension for the LRT that would include the bronchial lavage sample types, as well as several additional diagnostic targets.

Highly precise, fully automated PCT testing



# THE Lumipulse<sup>®</sup> advantage

**Procalcitonin (PCT) has been shown to be an ideal biomarker for bacterial infection.**

Antibiotic management of lower respiratory tract infections

Aids in sepsis risk assessment

Antibiotic stewardship in sepsis treatment

*It's time to get to know Fujirebio. Learn more at: [www.fujirebio-us.com](http://www.fujirebio-us.com)*

Lumipulse<sup>®</sup> G B·R·A·H·M·S PCT Assay on the LUMIPULSE<sup>®</sup> G1200 System features:

- **Excellent precision of  $\leq 4.7\%$**
- **High sensitivity**
- **Minimal sample handling**
- **Unique unit dose cartridge**

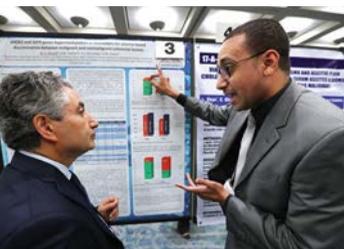
*Promotes greater confidence and efficiency required for PCT testing.*

Visit us at AACC.  
**July 29 - Aug 2**  
Booth #2839



# Face Time

## WITH THE FUTURE



In their day-to-day work, clinical laboratorians often are intensely focused on the present moment: meeting turnaround time goals, calling clinicians with critical values, or troubleshooting instrument problems to make sure patients get the best care possible.

But in a broader sense, laboratory medicine always has been focused on the future. Laboratorians are known for being dissatisfied with the status quo and for continuously searching for ways to improve quality, refine measurements, or discover fresh answers to tough healthcare problems.

This dual citizenship in the present and the future explains why more than 20,000 people from all over the world gather every year at the AACC Annual Scientific Meeting & Clinical Lab Expo. Laboratorians crave new insights and meaningful connections that will nourish their natural curiosity—and professional zeal—to explore the field's latest science and technology.

Importantly, the meeting means a lot more than just a place to process information. In an age when screen time seems ever more pervasive, a face-to-face conference offers authentic connections and an opportunity unlike any other for inspiration, refreshment, and discovery.

Here are a few ways to boost your in-person time with world-renowned experts and like-minded colleagues whom you won't meet anywhere else.

### 1 Poster Walks

Those who have attended the AACC Annual Scientific Meeting before know that often the best way to meet colleagues and collaborators is during the

poster sessions. But with nearly 1,000 posters, no one can see them all. One of the best ways to get a focused experience during the poster sessions is by attending a poster walk. Led by experts from one of AACC's 20 scientific divisions, attendees tour posters by topic areas and participate in engaging discussions of study findings and methods. Check *CLN Daily* on-site for details.

### 2 Oral Abstract Presentations

Each year, the Annual Meeting Organizing Committee hand-picks a series of outstanding abstracts for special oral presentations. Presenters will also be available at their posters during the poster sessions. There are six topics this year.

#### Monday, July 30

Global Health  
Clinical Applications

#### Tuesday, July 31

Mass Spectrometry  
Molecular Diagnostics and Genomics

#### Wednesday, August 1

Emerging Biomarkers and Technologies  
Hot Topics in Lab Medicine

### 3 Meet the Experts

With attendance limited to 75 attendees, expect intensive, interactive discussions with plenary speakers Monday-Thursday of the conference. Show up early to these morning sessions and be ready with questions. Plenary speakers include:

#### Sunday, July 29

Brian Druker, MD: Imatinib as a Paradigm of Targeted Cancer Therapies

#### Monday, July 30

Kenneth Setchell, PhD: Genetic Defects in Bile Acid Synthesis—Translational Medicine from Mass Spectrometry Discovery to the Bedside

#### Tuesday, July 31

Denise Galloway, PhD: HPV Associated Cancers and the HPV Vaccine

#### Wednesday, August 1

James Collins, PhD: Nucleic Acid Detection Using CRISPR-Dx

#### Thursday, August 2

Timothy Amukele, MD, PhD, and Lee Schroeder, MD, PhD: Essential Diagnostics—Meeting the Needs of a Global Population

### 4 New for 2018: Explore Topic Tracks

Eight topic tracks provide paths through different areas of laboratory medicine and include both large symposia as well as more intimate brown bag sessions. Talking with fellow attendees after a symposium or during a brown bag session is a great way to gain real-world insights into the content.

- Endocrinology
- Genomics/Genetics
- Mass Spectrometry
- Pediatric/Maternal-Fetal
- Point-of-Care Testing
- Precision Medicine and Oncology
- Toxicology/Therapeutic Drug Monitoring
- Utilization and Lab Management

**K-ASSAY®** . . . High-Quality, Low-Cost Reagents

## Immunoassay Reagents for chemistry analyzers™

Over 35 different assays available

### Nutrition

Ferritin  
Prealbumin  
Transferrin

### Serum Proteins

α-1 Acid Glycoprotein  
α-1 Anti-Trypsin  
α-1 Microglobulin  
Haptoglobin  
IgA  
IgG  
IgM

### Stomach

*H. pylori*\*

### Allergy

Total IgE

### Diabetes

Cystatin C  
Fructosamine  
Hemoglobin A1c  
Insulin  
Microalbumin

### Inflammation/Cardiac

Anti-Streptolysin O  
Complement C3  
Complement C4  
CRP  
Rheumatoid Factor

### Coagulation

D-Dimer  
Fibrinogen  
Factor XIII  
Plasma FDP\*  
Serum/Urine FDP\*

### Lipid Assessment

Apo AI  
Apo AII\*  
Apo B  
Apo CII\*  
Apo CIII\*  
Apo E\*  
Lp(a)  
Remnant Lipoprotein  
Cholesterol\*

### Lung

KL-6\*

### New Products Now Available!!

- *H. pylori* Test Reagent\* for chemistry analyzers
- Remnant Lipoprotein Cholesterol\* reagent for chemistry analyzers
- KL-6 (Krebs von den Lungen-6)\* reagent for chemistry analyzers

\* Research Use Only

**KAMIYA BIOMEDICAL COMPANY**  
[www.k-assay.com/CLN.php](http://www.k-assay.com/CLN.php)

diagnostics@k-assay.com | 800-KAMIYA-5

## 2018 AACC CLINICAL LAB EXPO EXHIBITORS

BOOTH NUMBER	EXHIBITING AS
1838	A/C Diagnostics LLC
2231	AACC
2131	AACC Middle East
1122	Aalto Scientific, Ltd.
2012	Abbott
3005	Abbott
3139	ABIMO
3140	ABIMO
3239	ABIMO
3240	ABIMO
2185	Abraxis, Inc.
4084	Absolute Antibody, Ltd.
3461	Academy of Instrumentation Science Co., Ltd.
1055	Accel Biotech LLC
3075	Access Bio, Inc.
3943	Access Biologicals, LLC
3653	AccuBioTech Co., Ltd.
1675	Acon Laboratories, Inc.
872	Acro Biotech Inc.
3669	Addcare Biotech Co., Ltd.
1556	Adhesives Research, Inc.
3045	Advanced Instruments
3864	Advanced Microdevices Pvt. Ltd.
3055	Aesku Diagnostics
653	Agappe Diagnostics Switzerland GmbH
3175	Agena Bioscience
4674	Agilent Technologies
3557	Ahlstrom Filtration LLC
4458	Ahram Biosystems, Inc.
4184	Aikang MedTech Co., Ltd.
3776	Aiken Corp.
4648	Aim Lab Automation Technologies Pty Ltd.
4680	Akatsuki Technology Co Ltd
4568	ALCOR Scientific Inc.
1149	Alfa Scientific Designs, Inc.
2471	ALIFAX S.r.l.
4477	ALine, Inc.
3970	All Flex Flexible Circuits
3467	ALPCO
4044	Altran
3180	America Diagnostics
2072	American Proficiency Institute
568	Anaerobe Systems
1641	ANBIOTEC - Brazilian Biotechnology and Life Sciences Companies Association
3480	Andwin Scientific
757	Ansh Labs, LLC
4658	Apacor Ltd.
854	Applied Biocode, Inc.
1174	APTEC Diagnostics NV
3858	Arista Biologicals Inc.
1821	ARK Diagnostics, Inc.
3836	ARKRAY
1022	Arlington Scientific Inc.
1842	Artel
863	Artron BioResearch Inc.
2448	ARUP Laboratories
3561	Asahi Kasei Corporation
1467	ASCO
467	ASCP (American Society For Clinical Pathology)
1372	ASP Lab Automation AG
969	Associates of Cape Cod, Inc.
3482	Athens Research & Technology
459	Atlas Genetics
1886	Atlas Medical
1663	Audit MicroControls, Inc.
4667	Auer Precision Co.
4451	Autobio Diagnostics Co., Ltd.
1248	AutoGenomics
3968	AVE Science & Technology Co., Ltd.
2467	AVIOQ, Inc.
1144	Awareness Technology, Inc.
3642	AWEX
3859	Axxin
4277	Azer Scientific
1470	B&E Diagnostics inc.
3581	Baebies
3385	Balda C. Brewer, Inc.
412	Bangs Laboratories/Polysciences
4076	Bao Ruiyuan Biotech (Beijing) Co., Ltd.
1344	BBI Solutions
2224	BD Diagnostics
2135	Beaufort
1078	Beaver Biomedical Engineering Co., Ltd.
3612	Beckman Coulter
4557	Beijing Bohui Innovation Technology Co., Ltd.
3470	Beijing DDM Technology Co.,Ltd
4339	Beijing Diagreat Biotechnology Co., Ltd
3770	Beijing Expert Medical Technology Co., Ltd
1279	Beijing Key-Bio Biotech Co., Ltd.
1063	Beijing Leadman Biochemistry Co., Ltd.
4662	Beijing MarrBio-Pharmaceutical Co.,Ltd
3777	Beijing O&D Biotech Co., Ltd.
4443	Beijing Unidiag Technology Inc.
3645	Belgian Volition sprl
3278	Benchmark Electronics
2044	Binding Site, Inc.
1679	BioActs
1058	BioAssay Works, LLC
4081	BIOBASE
4280	Biocartis
773	BioChain
4605	Bio-Chem Fluidics Inc.
4243	Biocross S.L.
3844	BioDot, Inc.
3905	BioFire Diagnostics, LLC
4144	Biofortuna Ltd.
1177	BioHit OYJ
4358	BioIVT
4582	BioLegend, Inc.
752	Biological Dynamics, Inc.
2882	BIOLYPH, LLC
3771	Biomat srl
4176	Biomatrix, Inc.
1158	BioMedica Diagnostics Inc.
362	BioMedomics, Inc.
3605	bioMérieux Inc.
1251	Bioneer Corporation
569	BioNex Solutions
4654	Biopharma Technology LLC
2031	Bio-Rad Laboratories
631	Bio-Rad Laboratories
1070	Bioresource Technology, Inc. (US)
4353	Bioscience (Tianjin) Diagnostic Technology Co., Ltd.
3786	BioSoft Integrators, Inc.
1459	BiosPacific
4660	BioSynex
3281	BIOSYNTH International
1044	Bio- Techne
357	BioTek Instruments
444	BioVendor Group
3248	BIT Group
3849	Block Scientific
3286	BMT USA, LLC
4460	Boditech Med Inc.
3753	Bomi Group
1484	BONRAYBIO CO., LTD.
3081	Boule Diagnostics AB
770	Brandwidth Solutions
1578	Broad (Shanghai) Exhibition Business Co., Ltd.
4563	BUHLMANN Diagnostics Corp
3648	Burkert Fluid Control Systems
2075	Byline Financial Group
4168	Byron-Diagnostics (Shanghai) Co., Ltd.
756	CalBioreagents
2363	Calzyme Laboratories, Inc.
3578	Cangzhou Shengfeng Plastic Product, Co., Ltd.
4139	Canon BioMedical
3414	Caplugs / Evergreen Labware
4167	Capralogics Inc.
1651	Capricorn Products LLC
415	Carolina Liquid Chemistries
352	Carville Ltd
4349	Cedarlane
636	CellaVision AB
3100	Centers for Medicare & Medicaid Services
556	Cerba Specimen Services
448	CERTEST BIOTEK S.L.
367	CGM LABDAQ
4369	Changzhou Prefluid Technology Co., Ltd.
857	Chemtron Biotech, Inc.
4572	ChemWare
4444	Chengdu Zen Bioscience Co.,Ltd
1275	Chroma Technology Corp.
1922	Chromsystems GmbH
4054	Cibernética de Mexico
1653	CKD USA Corp.
1642	Cleveland Clinic Laboratories
3520	Clinical and Laboratory Standards Institute
4378	Clinical Genomics
3300	Clinical Laboratory Products
4270	Clippard Instrument Laboratory, Inc.
645	CLTech Corp.
1375	Cognex Corporation
417	COLA
2026	College of American Pathologists
751	COMTRON CORPORATION

- |  |   |
|--|---|
| 3751.....Conductive Technologies, Inc.                   | 3673.....Enzyme Research Laboratories, Inc.                 |
| 2035.....Cone Bioproducts                                | 469.....ePath Logic, Inc.                                   |
| 4205.....Copan Diagnostics, Inc.                         | 4663.....Epitope Diagnostics, Inc.                          |
| 4245.....Core Technology Co., Ltd.                       | 3419.....Eppendorf North America                            |
| 3742.....Coris Bioconcept                                | 3971.....Equitech-Bio, Inc.                                 |
| 3635.....Cosmo Biotechnologies LTD                       | 639.....Era Biology   |
| 4238.....Cowin Biosciences Co., Ltd.                     | 325.....ERBA Diagnostics                                    |
| 3878.....CPC Colder Products                             | 1852.....Eudipia Co., Ltd.                                  |
| 4570.....CRYSTAL Technology & Industries, Inc.           | 1040.....Euroimmun US                                       |
| 1244.....CTK Biotech, Inc.                               | 1178.....Eurospital S.p.A.                                  |
| 3463.....CTK Biotech, Inc.                               | 3841.....Eurotrol, Inc.                                     |
| 1121.....Curetis USA                                     | 649.....Express Diagnostics                                 |
| 3185.....Currier Plastics, Inc.                          | 3632.....EZLife Bio, Inc.                                   |
| 749.....DAAN Gene Co., Ltd. of<br>Sun Yat-sen University | 3285.....Fabrico Medical                                    |
| 1751.....Data Innovations LLC                            | 959.....Fapon Biotech Inc.                                  |
| 3452.....DCN Diagnostics, Inc.                           | 3577.....Ferrotec (USA) Corp.                               |
| 3048.....Denka Seiken Co., Ltd.                          | 462.....Festo Corporation                                   |
| 664.....DenLine Uniforms, Inc.                           | 4178.....Finger Lakes Instrumentation, LLC                  |
| 414.....Desert Biologicals/Omega Biologicals             | 1363.....Fitzgerald Industries Int'l                        |
| 457.....Dexter Magnetic Technologies                     | 2142.....Fluid Metering, Inc.                               |
| 1175.....DFI Co., Ltd.                                   | 4281.....Flytech Technology Co., LTD                        |
| 4171.....DiaCarta  | 1482.....Follett LLC  |
| 3746.....DIAGAM S.A.                                     | 4377.....Fralock  |
| 3744.....DIAGENODE DIAGNOSTICS                           | 2272.....FUJIFILM Medical Systems USA, Inc.                 |
| 1861.....Diagnostic Automation/Cortez Diagnostics        | 2839.....Fujirebio  |
| 1224.....Diagnostica Stago, Inc.                         | 3684.....FUSION BIOTEC, Inc.                                |
| 4263.....Diagnostics Biochem Canada Inc.                 | 2085.....GBF, Inc   |
| 337.....DiagnostikNet-BB e.V.                            | 4255.....GE Healthcare                                      |
| 349.....DiagnostikNet-BB e.V.                            | 3667.....Gems Sensors & Controls                            |
| 2364.....DIALAB GmbH                                     | 1784.....GENBODY, INC.                                      |
| 3941.....Diamond Diagnostics Inc.                        | 1074.....GENEALL BIOTECHNOLOGY                              |
| 4241.....Diamond Technologies Inc.                       | 3563.....Genereach  |
| 3053.....DIARECT AG                                      | 4622.....GenMark Diagnostics, Inc.                          |
| 2853.....DiaSorin Inc.                                   | 3076.....Genolution   |
| 3642.....DIAsource ImmunoAssays s.a.                     | 4261.....GenomeWeb LLC                                      |
| 4041.....DiaSys Diagnostic Systems GmbH                  | 4159.....GenPrime Inc.                                      |
| 2275.....Diatron MI Zrt                                  | 957.....Genrui Biotech Inc.                                 |
| 1014.....Diazyme Laboratories                            | 4559.....Gentian AS   |
| 3555.....DIBA Industries, Inc.                           | 1458.....GenWay Biotech, Inc.                               |
| 4409.....Diener Precision Pumps                          | 1741.....GeSiM mbH  |
| 4442.....Dier Biotech Co., Ltd.                          | 652.....Getein Biotech, Inc.                                |
| 4422.....DIESSE Diagnostica Senese S.p.A                 | 3631.....Ginolis Ltd  |
| 1478.....Dino-lite Scopes (BigC)                         | 1020.....Globe Scientific Inc.                              |
| 3426.....Dirui Industrial Co., LTD                       | 3340.....GNA Biosolutions                                   |
| 4357.....Dr. Fooke Laboratorien GmbH                     | 3956.....Gold Colloid, Co.                                  |
| 3438.....DRG International, Inc.                         | 4612.....Gold Standard Diagnostics                          |
| 1151.....Drucker Diagnostics                             | 4653.....Golden Biotechnologies Corp.                       |
| 3972.....Drugdu Technology Co., Ltd.                     | 3457.....Golden West Biologicals, Inc.                      |
| 748.....Drummond Scientific Co.                          | 4338.....GoldMag Nanobiotech                                |
| 1981.....DSM Pentapharm                                  | 1440.....Greiner Bio-One, Inc.                              |
| 1684.....DWK Life Sciences                               | 4457.....Grenova, LLC                                       |
| 3954.....Dxgen Corp.                                     | 2444.....Grifols  |
| 3977.....Dx-Sys, Inc.                                    | 3855.....Guangdong Uniten Biotechnology Co., LTD            |
| 4352.....Dynamiker Biotechnology (Tianjin) Co., Ltd.     | 3784.....Guilin Royalze Medical Instrument Co. LTD          |
| 3441.....Dyrex Technologies Inc.                         | 3885.....GVS North America                                  |
| 967.....EastCoast Bio, Inc.                              | 4275.....Haematologic Technologies, Inc.                    |
| 3778.....Eastern Business Forms Inc                      | 1369.....Haemonetics Corporation                            |
| 1985.....EasyDx Inc.                                     | 4686.....Hahn-Schickard                                     |
| 4405.....Edan Instruments, Inc.                          | 4554.....Haier Medical and Laboratory<br>Products Co., Ltd. |
| 3880.....EKF Diagnostics Inc.                            | 4219.....Hamilton Company                                   |
| 1670.....ELGA Labwater                                   | 3656.....Hangzhou Biotest Biotech Co., Ltd                  |
| 4131.....ELITech Group                                   | 4546.....Hangzhou Clongene Biotech Co., Ltd.                |
| 2062.....Ellkay  | 1176.....Hangzhou Gene Era Biotech Co., Ltd                 |
| 1476.....ELMI North America                              | 3585.....Hangzhou Lifereal Biotechnology Co., Ltd.          |
| 4371.....Enplas Corporation                              | 4646.....Hangzhou Realy Tech Co. Ltd                        |
| 1839.....Envigo Bioproducts, Inc.                        | 3384.....HANGZHOU ROLLMED CO., LTD                          |
| 3280.....Enzo Life Sciences                              | 4536.....Hangzhou Safecare Biotech Co., Ltd.                |



## Built by us. Designed by you.

### Introducing the Osmo1™ Single-Sample Micro-Osmometer

Designed for clinical labs that directly draw and test small sample volumes. The Osmo1 streamlines your workflow while maintaining the trusted accuracy and precision you expect from Advanced Instruments.

**Efficient.** LIS connectivity, integrated printer, and barcode reader

**Easy.** Intuitive touchscreen, one-step direct sampling

**Secure.** Password-protected user accounts

**Audit ready.** Built-in Levey-Jennings charts and audit control

Visit us at Booth 3045

The 70th AACC Annual Scientific Meeting & Clinical Lab Expo

Chicago, Illinois  
July 29–August 2, 2018



**Osmo1**  
Single-Sample Micro-Osmometer



For more information | 1-800-225-4034  
aicompanies.com/osmo1-cln  
MP00035 Rev0 PCN00370

4341.....	Hangzhou Zheda Dixun Biological Gene Engineering Co.,Ltd.	567.....	Iwaki America Inc.	862.....	MagArray, Inc.
968.....	Hardy Diagnostics	3086.....	iXensor Co., Ltd.	739.....	Maine Standards Company (LGC Maine Standards)
3848.....	hc1.com	3882.....	J. Mitra & Co. Pvt. Ltd.	4069.....	Market Diagnostics International
848.....	Healgen Scientific LLC	3951.....	Jackson ImmunoResearch Laboratories	1377.....	Martel Instruments Ltd.
2279.....	Health Gene Technologies Ltd.	4607.....	JADAK	771.....	Maxim Biomedical, Inc.
353.....	Hebei Xinle Sci. & Tech Co., Ltd.	1975.....	Japanese Association of Clinical Laboratory Systems (JACLaS)	1863.....	Mayo Medical Laboratories
3514.....	Helena Laboratories Corporation	3677.....	JENOPTIK Optical Systems, LLC	3275.....	MBL International
1874.....	Helmer Scientific	4376.....	Jiangsu Kangjie Medical Devices Co., Ltd	3346.....	McKesson Medical Surgical
4208.....	Hemosure / WHPM	4438.....	JIANGSU SKYRAY INSTRUMENT CO., LTD.	4234.....	Medcaptain Medical Technology Co.,Ltd
572.....	Hettich	3177.....	Jiangsu ZECEN Biotech Co., Ltd.	4464.....	MediaLab, Inc.
3418.....	HiberGene Diagnostics Ltd	1672.....	J-Pac Medical	1742.....	MEDICA 2018/Messe Duesseldorf North America
4340.....	HICOMP Microtech (Suzhou) Co., Ltd.	3277.....	JSR Life Sciences	860.....	Medica Corporation
3773.....	Higuchi Inc. USA	4419.....	KAMIYA BIOMEDICAL COMPANY	4052.....	Medical Device Safety Service GmbH
3574.....	Hipro Biotechnology Co., Ltd	4078.....	KANANI BIOLOGICALS	4609.....	Medical Electronic Systems, LLC
4657.....	Hitachi Chemical Diagnostics	3142.....	KANGJIAN MEDICAL	3654.....	Medical Laboratory Evaluation
3176.....	Hochuen International Corp	1780.....	Kawasumi Laboratories America, Inc.	4153.....	Medical Research Network Ltd.
1831.....	Hologic, Inc.	3143.....	Kem-En-Tec Diagnostics	4239.....	Medical strong (Beijing) Technology Development Co. Ltd
4059.....	Hoover Precision Products, LLC	1980.....	Kepler Diagnostics	4251.....	MedicalLab Management Magazine
3205.....	HORIBA Medical	4252.....	Key Tech	1656.....	MedicalSystem Biotechnology, CO. Ltd
4606.....	HORIBA Medical	743.....	Kikkoman Biochemifa Company	4651.....	Mediforum, Inc.
640.....	HTI Medical	4655.....	Kinbio Tech. Co., Ltd	1849.....	Medix Biochemica
2875.....	Hycor Biomedical	3445.....	Kinematic Automation Inc	1460.....	MedTest
3948.....	HyTest	3637.....	KMC Systems Inc.	1724.....	MEDTOX Diagnostics, Inc.
3874.....	I.W. Tremont	1161.....	KNF Neuberger Inc.	4436.....	Meizhou Cornely Hi-Tech Co. Ltd.
4462.....	IBL-America	3462.....	KOAMTAC	1080.....	Meridian Bioscience, Inc.
3978.....	ICA Corporation	3974.....	Koco Motion US LLC	4480.....	Meril Diagnostics Pvt. Ltd
3078.....	Icosagen Cell Factory	3485.....	KOGANEI International America, Inc.	1878.....	Mesa Biotech
4519.....	IDEX Health & Science	1075.....	Korchek Technologies	2259.....	MH MEDICAL CO., LTD
3242.....	IDG Sanzay Corp	2384.....	Kova International, Inc.	1463.....	Michigan Diagnostics, LLC
4531.....	IDS Co, LTD	3245.....	KRONUS, Inc.	658.....	Microbix Biosystems Inc.
1049.....	Iline Microsystems	3339.....	KSS Co., Ltd. (Japan)	3863.....	microfluidic ChipShop GmbH
3434.....	IMEGEN	3634.....	Kurin, Inc.	1646.....	microLIQUID S.L.
3651.....	IMI Precision Engineering	1880.....	Kyowa Medex Co., Ltd.	570.....	Micronit Microtechnologies B.V.
1648.....	Immucor, Inc.	3200.....	LabMedica International	3084.....	Micropoint Bioscience, Inc.
3421.....	Immundiagnostik AG	3674.....	Labnovation Technologies, Inc	3519.....	Microscan
3151.....	Immuno Concepts	4361.....	Labor Diagnostika Nord GmbH&Co. KG	334.....	MilliporeSigma
1640.....	ImmunoChemistry Technologies	1067.....	Labroots, Inc.	1170.....	MiniFAB
1743.....	Immunodiagnostic Systems Plc (IDS)	2284.....	LabWare, Inc.	1264.....	Minitubes
656.....	Immunology Consultants Laboratory, Inc.	4242.....	LAMEDITECH	552.....	MIP Diagnostics Ltd
3686.....	ImmunoReagents, Inc.	3256.....	Lampire Biological Laboratories, Inc.	3984.....	Miraclean Technology Co., Ltd.
1667.....	Improve Medical	3610.....	Lampire Biological Laboratories, Inc.	1686.....	Mitsubishi Chemical Europe GmbH
3676.....	IMRA America Inc.	4067.....	LasX /MicroMed Solutions	4351.....	MK Fluidic Systems
3576.....	IMT Masken und Teilungen AG	1475.....	Leinco Technologies	3000.....	MLO-Medical Laboratory Observer
540.....	InBios International, Inc.	641.....	LGC	1384.....	MolBio Diagnostics (P) Limited
3181.....	Indigo BioAutomation	1272.....	LGP Consulting, Inc.	4274.....	Molzym GmbH & Co. KG
651.....	Innova Biosciences	3961.....	Liferiver Bio-Tech (United States) Corp.	1770.....	Monobind Inc.
4558.....	INNOVITA (TANGSHAN) BIOTECH CO.,LTD.	851.....	LifeSign	1263.....	Moss, Inc.
648.....	Innovize	3079.....	Lifotronic Technology Co., Ltd.	1257.....	MP Biomedicals
2238.....	Inpeco S.A.	3486.....	LigaTrap Technologies	1581.....	MT Promedt Consulting - CRCS
1778.....	INSTANT NanoBiosensors Co., Ltd	3253.....	LightIntegra-ThromboLUX	1276.....	My Inspection
422.....	Instrumentation Laboratory (IL)	455.....	LIN ENGINEERING	670.....	MyCartis
623.....	Instrumentation Laboratory (IL)	3982.....	Lite-On Technology Corp.	1873.....	NAMSA
3962.....	Integra Biosciences (ViaFlo)	2256.....	Liuyang SANLI Medical Technology Development Co., Ltd	554.....	nanoComposix
4342.....	International Equipment Trading Ltd.	4355.....	Lohmann Precision Die Cutting	1061.....	Nano-Ditech Corporation
2800.....	International Federation of Clinical Chemistry and Laboratory Medicine (IFCC)	2076.....	LPS Industries, LLC	4560.....	NanoEnTek
667.....	InterSystems Corporation	1854.....	LRE Medical, an Esterline Company	4445.....	Nantong Egens Biotechnology Co., Ltd.
1448.....	Invetech	1673.....	LSI International Inc.	555.....	Nanuk by Plasticase Inc.
4343.....	iQ Valves	4038.....	LTS Health	3870.....	Natech Plastics, Inc.
363.....	i-SENS, Inc.	3967.....	Lumigenex	753.....	National Institute of Standards and Technology (NIST)
440.....	ITL BioMedical	1867.....	Luminex Corporation	1579.....	National Research Council Canada
1876.....	ITL Group	1584.....	LumiQuick Diagnostics, Inc.	2024.....	Neogen Corporation
4276.....	IVD Research, Inc.	3672.....	Lumos Diagnostics	4152.....	Neoteryx
3850.....	IVD Technologies	4335.....	LW Scientific	1680.....	NeuMoDx Molecular
3772.....	IVD Vision	4350.....	M.A. Industries, Inc.		
3580.....	IVEK Corporation	4516.....	Maccura Biotechnology		

3946.....New England Small Tube	3769.....OMNIPrint, Inc.	4085.....Performance Motion Devices
1982.....Newport Corporation	3644.....OncoDNA S.A.	4673.....Perwin Science and Technology Co.,Ltd
1882...NewScen Coast Bio-Pharmaceutical Co., Ltd.	3381.....Onestep Laboratories, Inc.	3879.....PixCell Medical Technologies Ltd.
356.....NGeneBio Co., Ltd.	3380.....OnsiteGene, Inc.	3670.....Planet Innovation Pty Ltd.
1624.....Nikon Instruments Inc.	3534.....OPERON S.A.	2281.....Plasma Services Group
4240.....Ningbo ProWay Imp. & Exp. Co., Ltd.	3767.....OPTI Medical Systems	3382.....Plastic Design Corporation
1269.....Ningbo Purebio Biotechnology Co., Ltd.	763.....Opticon, Inc.	2285.....PlatinumCode
3986.....NIPPON PRIMEX INC.	2248.....OPTOLANE Technologies, Inc.	4454.....Plexus
3570.....Nipro Medical Corporation	3477.....Oranoxis Inc.	4134.....Plitek
2048.....Nittobo America Inc.	2242.....OraSure Technologies	4448.....Polymed Therapeutics, Inc.
1678.....Noble Medical, Inc.	2267.....Orchard Software Corp.	1949.....Polymedco, Inc.
764.....NOF America Corporation	3345.....ORGENTEC - Corgenix	2124.....PolyMicrospheres
3376.....Norgen Biotek Corp	4469.....Orion Diagnostica Oy	1281.....Porex Corporation
1380.....Northwest Biomedical, Inc.	612.....Ortho Clinical Diagnostics	1474.....Precision Biosensor Inc.
4053.....Nova Biologics, Inc.	1120.....Owen Mumford	869.....Precision Converting Solutions, LLC
1814.....Nova Biomedical Corporation	963.....OYC Americas, Inc.	1453.....Precision for Medicine
4141.....Novatec Immundiagnostica GmbH	3356.....Oyster Bay Pump Works, Inc.	1381.....Precision System Science
3377.....Novilytic LLC	4467.....Pacific Die Cut Industries/PDCI Medical	3774.....Premold Corp
1644.....NovoPath, Inc.	3785.....Pacific Integrated Manufacturing, Inc.	3876.....Primer Design Ltd.
451.....NSK Americas	4619.....Paramit   Lathrop	3640.....Proliant Biologicals
2159.....numares GROUP Corporation	4137.....Parker Precision Fluidic Division	4676.....Promega
4374.....Nupore Filtration Systems Pvt. Ltd.	4249.....Path-Tec	437.....Puritan Medical Products
2257.....NVIGEN, Inc.	4471.....PCL, Inc.	3867.....PZ CORMAY S.A.
4282.....Ocean NanoTech, LLC	3375.....PDC Precision Die Cutting	442.....Qarad
2042.....Olympus America Inc.	1077.....PEPPERPRINT	2342.....QIAGEN Lake Constance GmbH
4037.....Omega Bio-Tek	453.....Percorso Life Sciences	4179.....Qingdao Hightop Biotech Co., Ltd.
2175.....Omega Diagnostics Group PLC	3959.....Perfect Ease Biotech (Beijing) Co., Ltd	4439.....Quaero Life Science Co., Ltd.

Accuracy for testing reagents and chemicals.

# LET'S CREATE LAB EFFICIENCY. TOGETHER.

## Full Analytical Workflow Solutions

- Cerilliant® Certified Reference Materials (CRMs)
- Filtration and SPE
- LC/MS columns
- High purity solvents

[SigmaAldrich.com/clinical](http://SigmaAldrich.com/clinical)



The life science business of Merck KGaA, Darmstadt, Germany operates as MilliporeSigma in the U.S. and Canada.

© 2018 Merck KGaA, Darmstadt, Germany and/or its affiliates. All Rights Reserved. MilliporeSigma and the vibrant M are trademarks of Merck KGaA, Darmstadt, Germany or its affiliates. All other trademarks are the property of their respective owners. Detailed information on trademarks is available via publicly accessible resources.

**MILLIPORE  
SIGMA**



1051.....	Quansys Biosciences	2845.....	Shenzhen YHLO Biotech Co., Ltd	2479.....	Trinity Biotech	
2148.....	Quantimetrix Corporation	4478.....	Shimadzu Scientific Instruments, Inc.	4268.....	TSS Technologies	
1921.....	Quest Diagnostics	4678.....	Shin Jin Medics Inc.	1472.....	TTP plc	
4056.....	Quidel Corporation	1786.....	Shinhan FA System	4257.....	TubeWriter	
4125.....	Radiometer	2812.....	Siemens Healthineers	542.....	UCLA Health System	
3624.....	Randox Laboratories	4636.....	Sinnowa Medical Science & Technology Co., Ltd.	557.....	UCP Biosciences, Inc.	
4079.....	RapiGEN INC.	1059.....	SiO2 Medical Products	2186.....	Ugentec	
2385.....	RayBiotech Inc.	4456.....	SJK Global LLC	1052.....	UNICO/United Products & Instruments	
3567.....	Rayto Life & Analytical Sciences Co, Ltd	3980.....	SLR Research Corporation	361.....	Universal Meditech Inc.	
1781.....	RAYTRED Biotech Co. Ltd.	3579.....	SMC Biosolutions	2134.....	UPS	
3678.....	RBC Bioscience Corp.	836.....	SMC Corporation of America	3662.....	URIT Medical Electronic Co., Ltd	
4512.....	R-Biopharm	2848.....	SNIBE Co. Ltd., (Shenzhen New Industries Biomedical Engineering Co. Ltd.)	2380.....	US Department of State	
4375.....	RealTime Laboratories	4620.....	SofTech Health	3976.....	Ustar Biotechnologies (Hangzhou) Ltd.	
3282.....	Redbud Labs	2184.....	Sonics & Materials, Inc.	3710.....	UTAK Laboratories, Inc.	
4382.....	Reddot Biotech Inc.	3950.....	Spartan Bioscience	3469.....	V&P Scientific, Inc.	
4061.....	Rees Scientific Corp	4048.....	Sparton	4145.....	Valumax Protective Apparel Inc.	
1076.....	RephiLe Bioscience, Ltd.	4470.....	Spectrum Chemical Mfg. Corp.	1952.....	VEDALAB	
672.....	Resource Label Group	2086.....	SpeeDx Pty Ltd	3681.....	Vela Diagnostics USA, Inc.	
3449.....	Response Point of Care	4039.....	Spherotech, Inc.	867.....	Viewics, Inc.	
3740.....	RND Group, Inc., The	3431.....	SPINREACT, S.A.U.	2059.....	Viramed Biotech AG	
1212.....	Roche Diagnostics	4652.....	SSI Diagnostica A/S	3531.....	Vircell S.L.	
3958.....	Rockland Immunochemicals Inc.	663.....	Staff Icons - Clinical Scientist Recruitment Division	3852.....	ViroStat, Inc.	
657.....	Rocky Mountain Biologicals	4571.....	StaffReady Software	4367.....	Visiun	
864.....	Rotek Industries	2475.....	STRATEC Biomedical AG	4334.....	VITASSAY HEALTHCARE Corp.	
1572.....	RR Mechatronics	2463.....	Streck, Inc.	4522.....	Viva Products, Inc.	
1779.....	RURO, Incorporated	4562.....	Sun Diagnostics, LLC	1885.....	VivaChek Laboratories Inc.	
468.....	Rush University Medical Center	4650.....	Sunostik Medical Technology Co., Ltd.	553.....	Volpi USA	
4682.....	Rychiger AG	3051.....	SurModics IVD	4271.....	Voxtr Bio Ltd.	
4267.....	SA Scientific LTD	4474.....	Suzhou Hybiome Biomedical Engineering Co. Ltd	369.....	VSense Co., Ltd.	
1772.....	Sagentia Inc.	4659.....	Suzhou Vdo Biotech Co., Ltd.	1026.....	Waters Corporation	
4135.....	Saladax Biomedical, Inc.	3284.....	Symbient Product Development	4278.....	Watlow	
331.....	Sansure Biotech, Inc.	3745.....	SYnAbs	3861.....	Web Industries, Inc.	
2451.....	SARSTEDT	1449.....	Syntron Bioresearch, Inc.	4345.....	WeiHai Kangzhou Biotechnology Engineering Co. Ltd.	
1957.....	Sartorius Stedim Biotech	1231.....	Sysmex America, Inc.	454.....	Weqas	
2381.....	Savoy Diagnostics	4669.....	TaiDoc Technology Corp.	1823.....	WesTgard QC, Inc.	
1857.....	Scantibodies Laboratory Inc.	4071.....	Taigen Bioscience Corporation	3455.....	Wiener Laboratorios SAIC	
1445.....	SCC Soft Computer	1549.....	Taiwan Advanced Nanotech Inc.	858.....	Wisesorbent Technology LLC	
1280.....	SCHOTT North America, Inc.	3779.....	Taiwan Hopax Chemical Mfg Co., Ltd.	660.....	Wondfo USA	
3659.....	SCIENION US, Inc.	4346.....	Taizhou Zenyon Medical Plastic Development Co., Ltd.	4046.....	Worthington Biochemical Corporation	
2260.....	Scientific Device Laboratory, Inc.	3872.....	TAUNS Laboratories, Inc.	742.....	WSLH Proficiency Testing	
4482.....	Scientific Instrument Services	1626.....	Tecan	3179.....	Wuhan Huamei Biotech Co.,Ltd.	
3909.....	SCIEX	4437.....	Techcyte, Inc.	1575.....	Wuxi BioHermes Bio & Medical Technology Co., Inc.	
1973.....	Scimedx Corporation	3564.....	TECHNIDATA	3184.....	Xemabio, LLC	
1961.....	Scripps Laboratories	1740.....	Technopath Clinical Diagnostics USA	3386.....	Xip	
1558.....	SD Biosensor, Inc.	1560.....	Teco Diagnostics	1254 Yaskawa America/ Motoman Robotics Division	1245.....	YD Diagnostics Corp.
1456.....	SDIX, LLC	4567.....	Tecom Science Corporation	861.....	Yuhuan Kang-Jia Enterprise Co., Ltd.	
4380.....	SEASUN BIOMATERIALS	845.....	TELCOR	3884.....	Yurogen Biosystems LLC.	
4425.....	Sebia, Inc.	3979.....	Terumo BCT	3646.....	ZENTECH S.A.	
841.....	Seegene, Inc.	4169.....	TESI DE MEXICO, S.A. DE C.V.	1260.....	Zepto Life Technology, LLC	
2438.....	Sekisui Diagnostics LLC	2379.....	Tetracore, Inc.	3416.....	ZeptoMetrix Corporation	
1367.....	Seracare Life Sciences, Inc.	3854.....	THE ECONOMIST INTELLIGENCE UNIT	3474.....	Zeta Corporation	
671.....	Seyonic SA	2056.....	The Lee Company	4063.....	Zeus Scientific	
4253.....	Shanghai Fosun Long March Medical Science Co. Ltd.	1267.....	Therapak, a VWRCATALYST Service	4577.....	Zhejiang Aicor Medical Technology Co.	
1570.....	Shanghai Kehua Bioengineering Co., Ltd.	3831.....	Thermo Fisher Scientific	1660.....	Zhejiang Gongdong Medical Technology	
4160.....	Shanghai Upper Biotech Pharma Co., LTD	3851.....	thinXXS Microtechnology AG	2036.....	ZheJiang Huawei Scientific Instrument, Ltd	
1746.....	Shanghai Yuson Laboratory Instruments Co., Ltd.	4671.....	Tianjin MNCHIP Technologies Co., Ltd.	3685.....	Zimmer & Peacock	
3378.....	Shenzhen Boomingshing Medical Device Co., Ltd.	2084.....	Toolbox Medical Innovations	4185.....	z-microsystems	
1977.....	Shenzhen Dymind Biotechnology Co., Ltd	551.....	Topflight Corporation	358.....	Zybio Inc.	
4244.....	Shenzhen Foreach Technology Co., Ltd.	1938.....	Tosoh Bioscience			
4441.....	Shenzhen Keyto Fluid Control Co., Ltd.	3433.....	Toyobo Co., Ltd			
1877.....	Shenzhen Microprofit Biotech Co., Ltd.	3478.....	Toyobo Co., Ltd			
2457.....	Shenzhen Mindray Bio-Medical Electronics Co., Ltd.	3549.....	Trina Bioreactives AG			
3569.....	Shenzhen Xilaiheng Medical Electronics					

# RANDOX

## Evidence Series

The Evidence Series is a range of immunoanalysers that have been developed with boundary pushing engineering. Each immunoanalyser features patented Biochip Array Technology, a precision multiplex testing platform allowing for the simultaneous quantitative or qualitative detection of up to 44 tests from a single sample. Boasting an extensive test menu of over 150 individual assays across 18 panels, the Evidence Series is certain to meet your needs.



### Evidence Evolution

Fully automated, random access immunoanalyser

- Up to 2640 tests per hour
- True walk away time of 2 hours



### Evidence

Fully automated immunoanalyser

- Up to 3960 tests per hour
- Reduced sample volume



### Evidence Investigator

Semi-automated, bench top immunoanalyser

- Up to 2376 tests per hour
- Ideal for small to medium sized laboratories



### Evidence MultiSTAT

Automated, bench top immunoanalyser

- Up to 132 tests per hour
- Ideal for workplace, custodial or laboratories



Randox Evidence Series



515 Industrial Boulevard, Kearneysville, West Virginia, 25430



+1 304 728 2890 Toll Free 866 4 RANDOX

# 70TH AACC ANNUAL SCIENTIFIC MEETING & CLINICAL LAB EXPO

July 29–August 2, 2018 | Chicago, IL USA

Five days of scientific education, discovery and networking await you at the 70th AACC Annual Scientific Meeting & Clinical Lab Expo. Learn what the future of laboratory medicine and diagnostics holds and be prepared to address new challenges to propel you to the next level in your career. Your attendance gives you unparalleled access to the largest gathering of the global laboratory medicine community and an edge on the latest advances in new technologies and products for the clinical lab.

REGISTER TODAY! [www.aacc.org/register](http://www.aacc.org/register)

**AACC**

*Better health through  
laboratory medicine.*



## Industry Playbook



### PATH and Mologic Develop New Test to Support Malaria Elimination

PATH, a Seattle-based global health nonprofit, is partnering with the U.K. firm Mologic to advance a new rapid diagnostic test (RDT) to support treatment and elimination of malaria caused by *Plasmodium vivax* (*P. vivax*). *P. vivax* is especially difficult to eliminate because the parasite can lie dormant in the liver and re-emerge, causing relapsing periods of illness. Treatment with 8-aminoquinolines, a class of drugs that includes primaquine, is currently the only means to kill the liver form of the *P. vivax* parasite. However, 8-aminoquinolines can cause serious side effects in patients with severe glucose-6-phosphate dehydrogenase (G6PD) deficiency, a hereditary condition common to areas where malaria is found. The World Health Organization recommends testing patients for G6PD deficiency before administering treatment with primaquine, but the diagnostic tests currently on the market for G6PD deficiency are not robust nor simple enough for widespread use in the hot, humid, and low-resource areas where malaria is endemic.

PATH is therefore advancing a portfolio of tests for G6PD deficiency that meet requirements for use in settings where *P. vivax* malaria is close to elimination. As part of this effort, PATH is working with Mologic to develop a novel qualitative point-of-care G6PD RDT. PATH and Mologic optimized the Mologic RDT for use in environmental conditions typical in malaria-endemic countries and for use in communities where malaria is commonly diagnosed and treated. The test also provides simple results (positive or negative) that test users can easily interpret to determine if a patient has severe G6PD deficiency.

“[This test] will help to fill critical gaps in G6PD testing experienced by elimination programs, and will complement quantitative tests for G6PD deficiency being advanced by PATH and partners,” said Gonzalo Domingo, PhD, scientific director and malaria diagnostics lead at PATH.

#### ■ **BIOMÉRIEUX BUYS ASTUTE MEDICAL**

**B**ioMérieux has acquired Astute Medical, the manufacturer of the NephroCheck test, which is a Food and Drug Administration-cleared diagnostic for the early risk assessment of acute kidney injury based on the level of two biomarkers, insulin-like growth factor-binding protein-7 and tissue inhibitor metalloproteinases-2. This acquisition builds upon a partnership between the two companies developed in 2015 when Astute granted bioMérieux a license to develop and market the NephroCheck test for the Vidas automated immunoassay system. Following this, bioMérieux has been a licensed distributor with Astute since 2017 for the NephroCheck test on the Astute140 Meter in the U.S. With this acquisition, bioMérieux now intends to

continue to invest in health economic and outcome studies for NephroCheck, explore the other promising biomarkers in the Astute pipeline, and work with Astute’s current license and distribution partners in order to expand patient access to the NephroCheck test worldwide.

#### ■ **ILLUMINA, BRISTOL-MYERS SQUIBB TEAM ON IMMUNOTHERAPY CO-DIAGNOSTICS**

**I**llumina and Bristol-Myers Squibb have partnered to use Illumina’s next-generation sequencing (NGS) technology to develop and globally commercialize in vitro diagnostic assays in support of Bristol-Myers Squibb’s oncology portfolio. Bristol-Myers Squibb’s clinical development program includes 24 clinical-stage molecules

designed to target different immune system pathways across more than 50 types of cancers, and through its translational capabilities, the company has identified a number of potentially predictive biomarkers for these oncology therapeutics, including programmed death-ligand 1, tumor mutation burden, microsatellite instability-high or mismatch repair deficient, and lymphocyte-activation gene 3. The companies will develop a diagnostic version of the Illumina TruSight Oncology 500 assay to measure these biomarkers. “With [Bristol-Myers Squibb’s] leading position in immunotherapy development, we see tremendous promise in this partnership to co-develop next-generation sequencing-based diagnostics that can identify effective therapeutic combinations and provide global access

to these targeted drugs,” said Garret Hampton, PhD, executive vice president of clinical genomics at Illumina.

#### PERKINELMER, HELIX JOIN FORCES ON DIRECT-TO-CONSUMER TESTS FOR GENETIC CONDITIONS

**P**erkinElmer is collaborating with Helix, a personal genomics company, to develop and commercialize exome sequencing-based tests that will be made available to consumers through Helix’s online marketplace for DNA-powered products. The initial targeted product offering will return results for 59 genes that the American College of Medical Genetics and Genomics identifies as highly penetrant genetic conditions with established interventions aimed at significantly reducing morbidity and mortality. A clinician will review all orders placed for these products through the Helix store to ensure that the test is medically

appropriate before the order is completed. All DNA sequencing data for these products will then be generated using Helix’s proprietary Exome+ assay in its CLIA- and College of American Pathologists-certified next-generation sequencing laboratory. In turn, PerkinElmer Genomics’ medical genetics team will provide data analysis and interpretative services to individuals who purchase the product. Upon request, genetic counseling will also be available free of charge to people using PerkinElmer Genomics products on the Helix platform.

#### RTI INTERNATIONAL TO SUPPORT PIERIANDX’S CLINICAL GENOMICS INITIATIVES

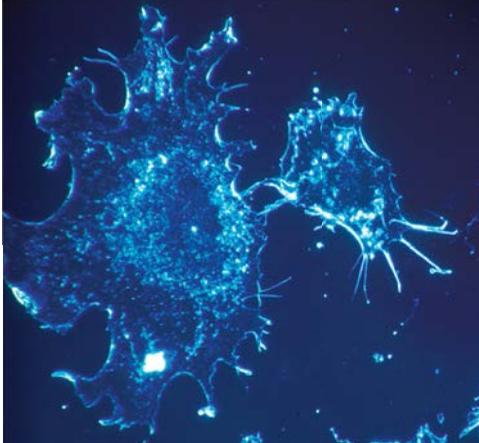
**T**he research institute RTI International has joined forces with PierianDx with the aim of solving the problem of translating complex genomic data into actionable clinical information. The collaboration will

include investment and other strategic support to help advance PierianDx’s growth plan. Since 2014, PierianDx has focused on providing solutions to accelerate molecular testing and advance precision medicine. The company has built the Clinical Genomics WorkSpace (CGW), a comprehensive clinical genomics platform that creates streamlined, accurate analysis, interpretations, and reporting for clinical labs. By integrating cloud-based software and clinical lab enablement services, the CGW helps to simplify the process of translating genomic data into patient-specific diagnosis and treatments. PierianDx also founded the PierianDx Partner Sharing Network, which has more than 50 members—including leading academic medical centers, cancer centers, and health systems—that use shared genomic data to personalize treatments for cancers and hereditary diseases.

#### MIODX, DIACARTA TO DEVELOP TEST TO GUIDE IMMUNOTHERAPY

**M**IODx, an early-stage immunogenomics company, has partnered with DiaCarta, a translational genomics and personalized diagnostics company based in the U.S. with significant business operations in China. The two firms plan to develop a diagnostic test to predict patient response to immunotherapy. They will base the test on MIODx’s ClonoMap immune sequencing platform, which is designed for the development of diagnostics and immunotherapies, and to interrogate a person’s immune system. The new test will be developed and validated at DiaCarta’s CLIA labs in both the San Francisco Bay Area and Nanjing, China, followed by manufacturing at DiaCarta’s ISO 13485-certified GMP-compliant manufacturing facility. “With the well-established CLIA and ISO manufacturing facility at DiaCarta, also the experienced [in vitro diagnostics] team and sales channels in the U.S., Europe, and China, we are able to speed up our MIODx’s ClonoMap technology to the global market, especially the huge market potential in China,” said M. Allen Northrup, PhD, CEO of MIODx.

## Developing a label-free IVD?



Master your microns.

**IMT**

PRECISION ON GLASS | IMTAG.CH

### Index to Advertisers

<b>Advanced Instruments</b> .....	31
<i>aicompanies.com/osmo1-cln</i>	
<b>ARK Diagnostics, Inc.</b> .....	9
<i>www.ark-tdm.com</i>	
<b>Audit MicroControls, Inc.</b> .....	15
<i>auditmicro.com</i>	
<b>Denka Seiken Co., Ltd.</b> .....	23
<i>www.denka-sieken.jp</i>	
<b>DiaSorin Inc.</b> .....	7
<i>www.diasorin.com</i>	
<b>Diazyme Laboratories, Inc.</b> .....	3, 5
<i>www.diazyme.com</i>	
<b>Drucker Diagnostics</b> .....	14
<i>www.horizoncentrifuge.com</i>	
<b>Fujirebio Diagnostics, Inc.</b> .....	27
<i>www.fujirebio-us.com</i>	
<b>GE Healthcare</b> .....	C4
<i>gelifesciences.com/ngs</i>	
<b>IMT Masken &amp; Teilungen AG</b> .....	38
<i>https://www.imtag.ch/en/</i>	
<b>Kamiya Biomedical Company</b> .....	29
<i>www.k-assay.com/CLN.php</i>	
<b>MilliporeSigma</b> .....	33
<i>SigmaAldrich.com/clinical</i>	
<b>Orchard Software Corp.</b> .....	19
<i>www.orchardsoft.com</i>	
<b>Owen Mumford</b> .....	13
<i>unistik.com</i>	
<b>Randox</b> .....	35
<i>https://www.randox.com/evidence-series/</i>	
<b>Surmodics</b> .....	C3
<i>www.surmodics.com/ivd</i>	
<b>Sysmex</b> .....	C2
<i>sysmex.com</i>	

# AACC

Better health through laboratory medicine.

# The Role of Point-of-Care Testing in a Value-Based Healthcare Landscape

## 27th International CPOCT Symposium

**September 26-29, 2018**

Renaissance Washington, DC Downtown Hotel  
Washington, DC

REGISTER NOW AT

[www.aacc.org/CPOCT2018](http://www.aacc.org/CPOCT2018)

### KEYNOTE SPEAKER



**Dr. Danielle Freedman, MB BS,  
FRCPath., EuSpLM**

*Consultant Chemical Pathologist*

*Associate Physician in Clinical*

*Endocrinology*

*Director of Pathology*

*Chief Medical Adviser*

*Luton & Dunstable University Hospital*

*Luton, United Kingdom*

This event will focus on the current and future roles of point-of-care testing in a healthcare environment with an emphasis on value and quality of care. You and your colleagues will explore how point-of-care testing is of value and contributes to healthcare through faster result turnaround time, lower testing costs, improved patient linkage to care and outcomes, and greater satisfaction for patients and healthcare providers.

### **Not a member?**

Receive the AACC Member discount by joining during registration.

## Ask The Expert

## The Re-emergence of Cold-Stored Platelets



EXPERT

Aaron D. Shmookler, MD, FCAP

### Why is the medical community (re-)interested in cold-stored platelets?

**A:** In most healthcare settings, the treatment of choice for hypovolemic shock involves administering individual blood components—red cells, plasma, and platelets (PLTs)—proportionally to reflect their constitution in whole blood. In our practice,

we previously abandoned using cold-stored PLTs (CS-PLTs) stored at 4°C, in part because studies show CS-PLTs are cleared from circulation faster than room temperature PLTs (RT-PLTs) stored at 22°C. However, although RT-PLTs may be more useful prophylactically in patients with thrombocytopenia, recent research has revealed that cold-induced storage lesions alter the metabolic and functional profile of PLTs such that they effectively curtail hemorrhage.

In light of these findings, health-care institutions should tailor two different therapeutic strategies for CS-PLTs and RT-PLTs, respectively, based on specific clinical situations. This shift in transfusion practice could impact laboratory technologists cross-trained to work in both clinical labs and blood banks—a role that is becoming more common as many healthcare organizations move toward increased integration. A rise in CS-PLT usage will also have implications for labs that perform infectious diseases testing for blood banks.

### Are CS-PLTs regulated by the Food and Drug Administration?

Yes, the regulatory standards for CS-PLTs are enumerated in the Code of Federal Regulations (CFR, 21, 640.24; CFR, 21, 640.25). These standards apply only to PLTs obtained via the Terumo BCT Trima Accel automated blood collection system. According to this regulation, CS-PLTs may be stored at 1-6°C. They must maintain a pH of at least 6.2 and a PLT count of at least  $5.5 \times 10^{10}$  per whole blood-derived unit in at least 75% of tested units, just like RT-PLTs. (As an aside, this last criterion is set at 90% by *Standards for Blood Banks and Transfusion Services*.)

Unlike RT-PLTs, however, CS-PLTs do not require bacterial testing and they may be stored without agitation for a maximum of 3 days. Importantly, their use is also “restricted only to the resuscitation of actively-bleeding trauma patients” (*Transfusion* 2017;57;2836-44).

### How should blood banks manage their CS-PLT inventory?

An acute/non-acute framework is

clinically impactful and naturally lends itself to fostering a dual-PLT inventory. Conveniently, CS-PLTs adhere to the same storage and transport conditions as red blood cells, thawed and liquid plasma components, and whole blood. Altogether these products may be sequestered in a refrigerator, cooler, or other means of transport dedicated to emergent or massive transfusions. RT-PLTs, on the other hand, can be part of a general stockpile of blood products for routine transfusions. This split inventory could reduce wastage due to PLTs deviating from their designated storage temperatures. Moreover, it may reduce costs associated with obsolete bacterial testing and by minimizing PLT outdated, since CS-PLTs have been shown to exhibit decreased risk of bacterial contamination and a longer storage interval due to associated pathogen reduction technologies and platelet additive solutions.

### What implications does CS-PLT transfusion have for patient testing?

Given the clinical indication for CS-PLTs, providers should perform a global analysis of acute traumatic coagulopathy when determining whether or not to transfuse a patient with CS-PLTs. The best test for this purpose is point-of-care thromboelastography, which interrogates the entire coagulation system and produces a tracing that identifies abnormal parameters that targeted blood component therapy could correct. The latter information is particularly important when making treatment decisions regarding CS-PLTs because PLTs play a central role in hemostasis after injury, yet are especially prone to acquiring both quantitative and qualitative defects in trauma. Thromboelastography could also be used to monitor resuscitation with CS-PLTs, which otherwise demonstrate a relatively normal functional profile.

**Aaron D. Shmookler, MD, FCAP,** is assistant professor of pathology and director of the blood bank and stem cell laboratory at West Virginia University, Morgantown.

**+EMAIL:** aaron.shmookler@hsc.wvu.edu

# AMP UP THE SIGNAL. DIAL DOWN THE NOISE.

## Experience Remarkable Performance

Surmodics IVD sets the bar high with assay components that significantly enhance signal and minimize noise. Our broad portfolio of proven immunoassay and POC solutions improve the performance of a wide range of diagnostic tests, and our skilled scientists can help you specify the right products for your particular needs.

In the end, our goal is your goal: **ensuring accurate and reliable results every time, for every patient.**



PROTEIN STABILIZERS/  
BLOCKERS



BIOFX® SUBSTRATES/  
STOP REAGENTS



TRIDIA™ SURFACE  
COATINGS



DIARECT™  
ANTIGENS



DILUENTS/IHC  
REAGENTS/BUFFERS

## SURMODICS IVD FOR ASSAY SUCCESS.

For more information or samples, contact [orders@surmodics.com](mailto:orders@surmodics.com).  
952-500-7200 | [www.surmodics.com/ivd](http://www.surmodics.com/ivd)

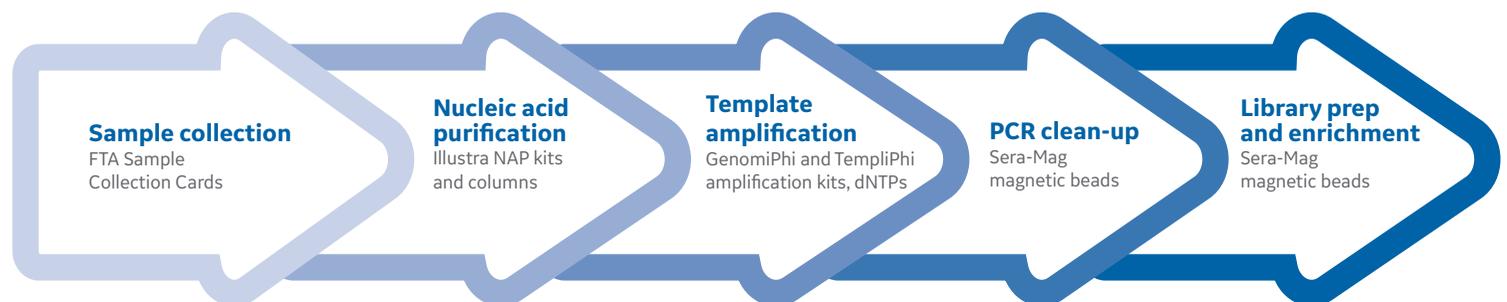
© 2016 SURMODICS, INC. All rights reserved.  
Surmodics, BioFX and TRIDIA are trademarks of SURMODICS, INC. and/or its affiliates.  
DIARECT is a trademark of DIARECT AG.



# Realize the promise of genomics for precision health.

Next-generation sequencing techniques are revolutionizing genomics and driving advancements in precision molecular diagnostics and medicine. For many years, GE Healthcare has manufactured the products scientists trust to support their pharmaceutical, chemiluminescent-based and immunodiagnostic, and life science research applications. This tradition continues with our kits, tools, and resources that improve NGS outcomes.

**Visit AACC booth #4255 to learn more about this or our diagnostic applications.**



[gelifesciences.com/NGS](http://gelifesciences.com/NGS)

GE and the GE monogram are trademarks of General Electric Company.

© 2018 General Electric Company.

GE Healthcare Life Sciences, Amersham Place, Little Chalfont, Buckinghamshire HP7 9NA UK

KA4258090518AD

