

CLINICAL LAB PRODUCTS – ANALYZER SURVEY

Company name: Beckman Coulter, Inc.
 Contact person: Joel Greiner
(Market Manager)
 E-mail address: jcgreiner@beckmancoulter.com
 Phone: 714-993-8329
 Address: 4300 N. Harbor Blvd., Fullerton, CA 92835
 Web site: www.beckmancoulter.com

Instructions for completing this form: Please limit your answers to one or two sentences about the product and do not include any company boilerplate info. Please use plain formatting (i.e., do not use: bold, all caps, colors, etc.) unless they relate specifically to product branding. Please enter product names exactly as you want them to appear in print.

1. What is the name of your company's analyzer product or product line?
 (For multiple products/lines, please complete NO MORE THAN THREE separate questionnaires.)
 ___ UniCel® DxI 600 Access® Immunoassay System
2. When was this analyzer (or the most recent model in this line) introduced? 2007
3. Approximately how many of these analyzers are now in clinical use?_ 30 in the U.S.
4. What is this analyzer's function?___ The UniCel DxI 600 is a powerful and flexible mid-volume immunoassay analyzer that features refrigerated storage for 50-reagent packs and on-board aliquotting.
5. What kind of specimen/sample is tested?__ Assay dependent/varies
6. Where is this analyzer used? Check as many as apply:
in a hospital (or other large) laboratory
in a physician's office (or other small) laboratory
at the point of care
other:_____
7. Is this analyzer intended primarily for:
high-volume use?
intermediate-volume or variable-volume use?
low-volume use?
8. Under ideal conditions, how long does one test cycle take?__ Varies according to test being performed. As an example, the stat time to completion of a β -hCG test is 15 minutes.

9. What are the automation options for this analyzer?_ Can be connected to track automation through "point in space" pipetting technology. Also under development is a connection to the UniCel DxC Chemistry systems through the UniCel Closed Tube Aliquotter, creating an integrated workcell that provides closed tube sampling and aliquotting for chemistry and immunoassay.

10. How long does it typically take to be trained in the use of this analyzer? 5 days.

11. What is the price range for this product or product line?_ \$199,500

12. In brief, how does this product (not your company) differ most from competing products? (Three sentences maximum.)_____ The UniCel DxI 600 is a powerful and flexible mid-volume immunoassay analyzer that features refrigerated storage for 50-reagent packs and on-board aliquotting; proven chemiluminescent technology and the same reagents used as the high-volume DxI 800 analyzer; delivers consistent results across platforms.