

ILab Taurus Systems: TWIN Option Full Release



Clinical Chemistry

Dear Valued Partners,

We are excited to announce that ILab Family is happy to welcome a new member: **ILab Taurus TWIN Option**.

Thanks to this latest addition, ILab Family grows to offer a range of solutions that can seamlessly accommodate all laboratory needs, from low to medium/large workload scenarios.

Spanning over requirements from the vast majority of biochemistry laboratories worldwide, ILab Family offers an unmatched product portfolio, where both analyzers and reagents interact to deliver superior performance: a great opportunity, offered by Instrumentation Laboratory high quality in design and optimization.

ILab Family is a complete solution that will provide your organization with the tools to step ahead of your competition, easily bringing the best fit to user expectations: a complete line of products, that places itself **where innovation meets flexibility**.



1. DETAILS

ILab Taurus was conceived to enhance flexibility: enjoying this legacy, **ILab Taurus TWIN** takes workload flexibility to the next step.

Working scenario in a laboratory widely changes during a day.

- There will be a few, very crowded situations where many samples are delivered to Biochemistry Laboratory at the same time. Under those conditions, full analytical power is needed.
- There will also be more frequent, and very urgent, scenarios, where just few samples are delivered to the Laboratory at one time. Under such conditions, speed in the production of results is the crucial factor.

Taking advantage of its two module layout, ILab Taurus TWIN has the capability to offer the best solution to match the whole spectrum of requirements that lies in between such diverse working conditions. Users are easily given the possibility to satisfy their varying daily working conditions in their labs, as there will be no need to modify reagent layout or activate a backup analyzer anymore.

Once system configuration is set, it stays: this saves time to laboratory personnel and enhances productivity.

1.1. SPECIFICATIONS

Connecting two ILab Taurus analyzers together, ILab Taurus TWIN is capable of up to 1000 photometric tests per hour (+ 375 ISE) with continuous sample and reagent loading. Yet, ILab Taurus user-friendly approach is preserved and even magnified: ILab Taurus TWIN provides the possibility to control the whole TWIN layout, using just a single workstation. It is possible to load, at any time, samples and reagents, enjoying both continuous sample loading and reagent “on-the-fly” functionality.

ILab Taurus TWIN option offers the possibility to enjoy the whole set of ILab Taurus benefits, but... doubled!

- ✓ Up to 1000 photometric tests/hour + 375 ISE tests/hour.
- ✓ Continuous rack loading, managing more than 200 samples on-board at one time.
- ✓ Two reagent plates, to accommodate up to 192 Reagent Bottles.
- ✓ Two clot sensors, to ensure superior results under any condition.
- ✓ Just one workstation to control the whole system and strengthen usability.
- ✓ Same 1.20k Taurus software package, to guarantee flexibility: upgrade from Taurus configuration is easily available, just by enabling TWIN option in the software.

Attachment reports a full set of technical specifications: such a summary can be used as a reminder, when introducing ILab Taurus TWIN to prospect customers.

Being an ILab Family member, ILab Taurus TWIN share same reagents and consumables with all ILab Family analyzers: while this guarantees superior performance, it is a great tool to upgrade customers, without modifying their inventory and working experience. They will stay with their usual scenario, yet exploring much superior possibilities.

2. MANAGING ILAB TAURUS TWIN

A well-defined strategy is a crucial factor to *ILab Taurus TWIN* success with customers. Hence, a successful deal starts from a thorough evaluation of prospect real situation: this lends the opportunity to plan the best match between users' expectation, performance and reagent consumption rate. ILab Taurus TWIN was designed to manage a huge number of samples on a wide reagent panel: matching ILab Taurus TWIN performance to laboratory expectations is the crucial factor to win a customer over.

2.1 Offering the correct configuration

Attachment 5, Attachment 6 and Attachment 7 were created to effectively support efforts in identifying the appropriate configuration to be considered for discussion with potential users.

a) Attachment 5

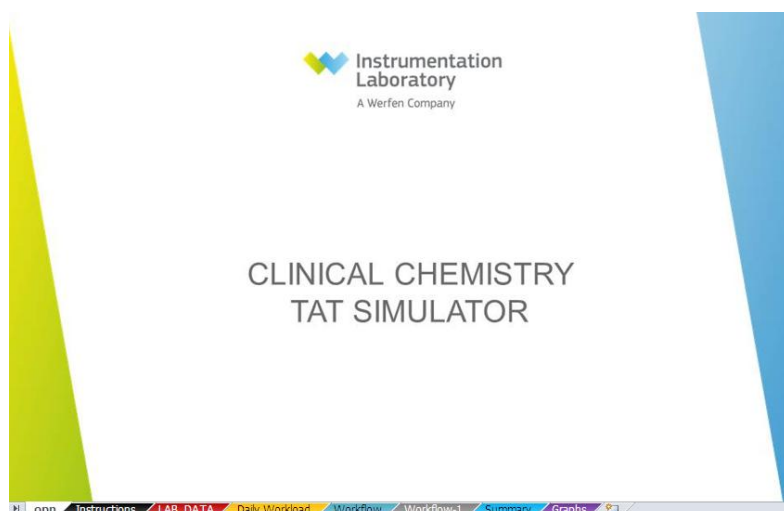
Attachment 5 is a TWIN Power Point presentation that serves as a starting point to study an effective strategy. This document illustrates general guidelines to identify the target customer profile for the various scenarios that *ILab Taurus Systems* can serve.

Going through competitor comparison, main benefits and flexibility concept, this tool helps you in selecting the most appropriate approach to offer TWIN Configuration.

b) Attachment 6

When approaching ILab Taurus TWIN deal, a very important information is to get a picture of sustainability. In order to do this, it is necessary to collect all real life information from the prospect site: workload, timing of incoming samples and their distribution over time, percentage of repetitions on samples (rerun/reflex testing) and available panels.

As this is a huge quantity of material to handle, *TAT Evaluation Tool* (Attachment 6) offers you a valuable support in collecting all those pieces of information. This tool will also analyze them for you, to suggest the most suitable layout that may satisfy users' needs, under a technical point of view.



Please refer to the “Instruction” folder for information on how to use this tool. A more detailed Product Information on this will be issued shortly, as this tool could also be used to simulate TAT for all ILab Family analyzers.

c) Attachment 7

Finally, when a solution is identified under the technical point of view, profitability needs also to be carefully evaluated, as it is a very important parameter to make a deal successful. By entering expected consumption rates and user prices in Archimede File (Attachment 7), you can estimate the expected profitability for the prospect deal and understand whether it is ready to proceed or not.

2.2 Ordering the correct configuration

Once you secured your deal and you are ready to order ILab Taurus TWIN, please remember that this is made up by six components:

- | | |
|--|------------------------|
| 1. ILab TAURUS w/o ISE | P/N 00001070301 |
| 2. ILab TAURUS with ISE | P/N 00001070302 |
| 3. TWIN Option Kit | P/N 0001156021 |
| 4. Touch screen option | P/N 0001156008 |
| 5. ILab Taurus STARTUP KIT | P/N 0001156009 |
| 6. ILab 600/650/Taurus ISE STARTUP KIT | P/N 0001155923 |

TWIN Option Kit includes all the items you need to properly install TWIN Module. This kit is a single package, made up by the following components:

Part Number	Description	Q.ty
0001156014	TWIN OPTION Assy	1
0001156019	LAN HUB FOR ILAB TAURUS TWIN OPTION	1
00018514305	Tool Kit Taurus Kit	1
00051009039	PATCH CORD RJ45 (Lan cable) 0.5M	2
00051009041	PATCH CORD RJ45 (Lan cable) 3M	1

- **TWIN OPTION Assy** is a box where TWIN Module and all elements required for installation



(e.g., electronic boards, tubing, cabling...) are delivered. *TWIN Module* is the hardware that connects two Taurus analyzers together.

TWIN Module installation procedure requires a properly trained Service Engineer:

Instrumentation Laboratory is offering dedicated training classes in Milan, to be held, upon request, during scheduled ILab Taurus Service Training. The whole installation process takes about three hours.

- **LAN HUB FOR ILAB TAURUS TWIN OPTION:** this is a USB-powered 5-port Ethernet Hub that provides connection among ILab Taurus with ISE, ILab Taurus without ISE, TWIN Module and PC.
- **Tool Kit Taurus Kit:** this kit includes all the tools that a Service Engineer needs to properly install and align TWIN Option Assy.
- **PATCH CORD RJ45 (Lan cable) 0.5M** and **PATCH CORD RJ45 (Lan cable) 3M:** these are the Ethernet cables to be used, in order to connect ILab Taurus with ISE, ILab Taurus without ISE and PC to Lan Hub.

Attachment 3 is including all the pieces of information you need to properly setup an order.

However, should you need further support, your Customer Service Specialist will be happy to assist.

2.3 Registering ILab Taurus TWIN

As TWIN Option Kit (P/N **0001156021**) is an option to ILab Taurus, a new registration with your MoH may not be necessary: this may be considered as a spare part. However, we would recommend to enquiry with your competent Authorities on this, in order to confirm and learn how to import TWIN Option Kit, in accordance with your local laws and regulations.

Should you need supporting documentation, please refer to documents reported in Attachment 2.

3. ATTACHMENTS

This Product Information includes, in attachment, a full set of information to support ILab Taurus TWIN sales and marketing efforts:

- Attachment 1: Taurus TWIN Borchure.pdf. This is the brochure that integrates ILab Taurus TWIN among ILab Taurus Systems. This document can be ordered to your Customer Service Specialist, quoting P/N **00009808847**.
- Attachment 2: DoC Taurus Systems 2014.pdf. This document contains ILab Taurus Systems Declaration of Conformity. Should you need it, please remember to specify P/N **I8405332** in your request.
- Attachment 3: Bill Of Material ILab Taurus TWIN Option.pdf. This document reports ILab Taurus TWIN Option Bill Of Material: it includes all the parts to be ordered to form a complete ILab Taurus TWIN Option.
- Attachment 4: Technical Sales Sheet.pdf. This document includes a summary of ILab Taurus Systems technical specifications. P/N **I3040010**.
- Attachment 5: Marketing Presentation.pptx. This powerpoint presentation is intended as a tool to introduce ILab Taurus TWIN in your markets. P/N **I3040009**.
- Attachment 6: CLINCHEM_TAT-TOOL_R00.XLSM. This is a tool to study the Turn Around Time to match at best prospect customer scenario. It is a key tool to approach ILab Taurus TWIN strategy. P/N **I3040011**.
- Attachment 7: Archimede TWIN.xlsx. This is Archimede File dedicated to ILab Taurus TWIN: a very important tool to study the profitability for a deal.

Operator's Manual (P/N **00018464100**) and **Service Manual** (P/N **00018464400**) have been updated to **Revision 2** to include all features that ILab Taurus TWIN is introducing. They are available for download from Clinical Chemistry FTP Server, under the following folder:
/CLINICALCHEMISTRY/SERVICE/ILab_Taurus.

Application Manual (P/N **00018464300**) remains the same as the one used for ILab Taurus. Latest released version of this document is **rev. 4**: it covers all ILab Taurus Systems configurations. Should you need a copy of that, please feel free to download it from the ftp server under the following folder:
/CLINICALCHEMISTRY/MARKETING/ILab_Taurus

Are You Ready To Start Your ILab Taurus TWIN Journey?

Please do not hesitate to contact us for any further information you might require.

Kind Regards,
Federico Orpilli
Product Manager, SBU – Clinical Chemistry

Index 2014

Nr	Date	Title	Notes
01	February 2014	quantex ASO plus and RF (II) : release of new kit configurations	
02	March 2014	Application manuals: ILab Taurus, ILab 650 and ILab Aries new revisions	
03	March 2014	Calcium P/N 0018250340: Calcium Calibration stability improved on ILab 600/650 and ILab /Taurus	
04	March 2014	ILab Taurus: Tube Adapters	
05	March 2014	Triglycerides P/N 0018255640 & 0018258740: Implementation of Prozone Limit.	
06	May 2014	ILab Aries: HbA1 P/N T3000-2314 change in instrument setting parameters	
07	June 2014	ILab Taurus: Measuring Reagent Volumes	
08	June 2014	ILab 300 Plus: Release of suitable kit configurations for AST & ALT Liquid reagents.	
09	June 2014	Clinical Chemistry: Data from 2013 External Quality Assessment Schemes (EQAS)	
10	July 2014	ILab Taurus: Shipping List Modification	
11	August 2014	ILab Family Systems Software: Using Windows XP	
12	August 2014	ILab Taurus Systems: Software and Firmware Release	