

Brilliant Performance. Clear Results.

Seeing beyond limits with NEO Iris[®]



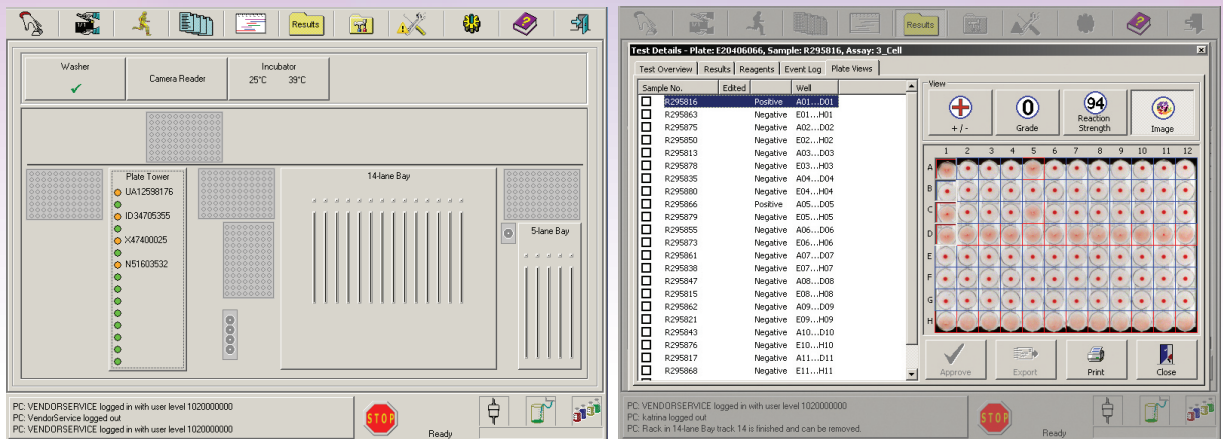
NEO
IRIS[®]



An Advanced Level of Functionality

NEO Iris's user-friendly interface provides access to test ordering and prioritization, resources management, and reporting with the touch of a fingertip.

Intuitive User-Interface



Realtime results can be viewed by image, interpretation, reaction strength, or score.

Performance

NEO Iris automates Immucor's patented Capture® technology with proven clinical performance and a comprehensive process control strategy, providing trustworthy test results.

Quality Control

NEO Iris's assays have built in process controls to ensure consistent accuracy – with a fully automated system to ensure sample and result integrity, always.



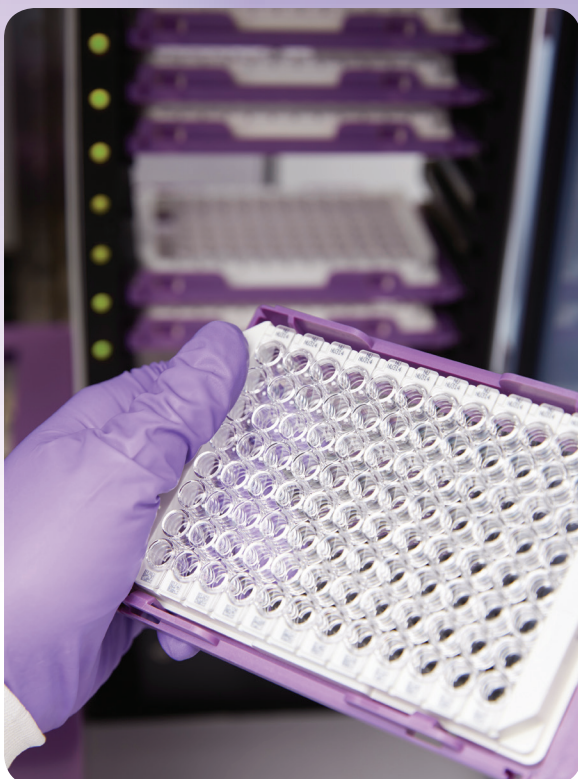
A History of Taking Labs Beyond Limits

NEO Iris is Immucor's most productive, fully-automated blood bank instrument. Designed for the mid to high volume laboratory, NEO Iris brings new functionality to improve day-to-day efficiencies;

- Highest type and screen throughput on the market
- Dynamic workflow and resource handling
- Remarkable flexibility for STAT priority functionality

Blood Test Menu

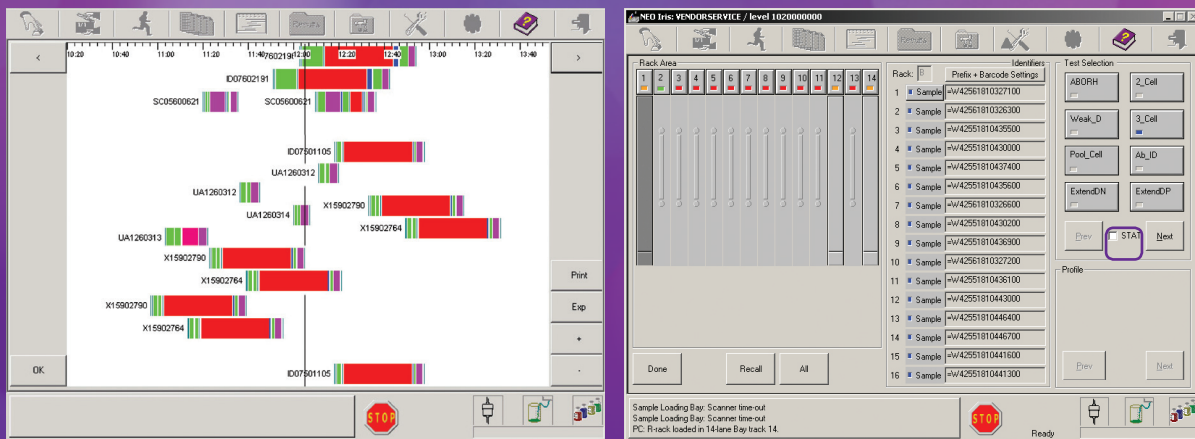
- ABO/Rh D Typing
- Weak D
- Donor Confirmation
- CMV
- IgG DAT
- IgG Crossmatch
- Antibody Identification (Primary Panel, D Pos Panel & D Neg Panel)
- Antibody Screening (2-cell, 3-cell, & Pooled)



Reach New Limits in Your Lab

Optimized Workflow

With linear sample and reagent racks for true continuous access, STAT requests never wait. NEO Iris's dynamic workflow management tool with STAT priority allows you to run any test, in any order, at any time.



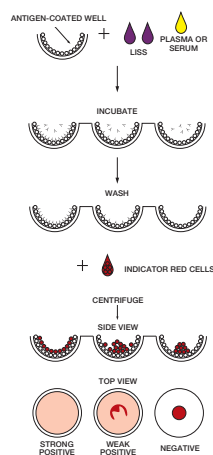
One or more STAT samples can be selected by the operator or designated through the LIS

Sensitivity to IgG antibodies

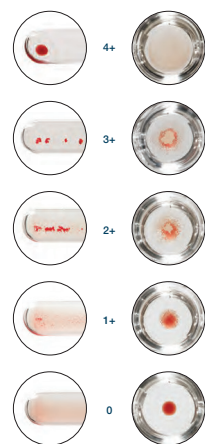
Our 30 years of experience has led us to create a technology that provides excellent sensitivity and detects IgG antibodies sooner than other methods - Capture Technology

- Antigens are pre-coated on the test wells at the time of manufacture so there are fewer reagents to manage, less pipetting, and more time savings
- Real-time test results with visual well image, graded reaction, or final interpretation
- 3 different antibody identification panels of 14 unique donors

Test Procedures



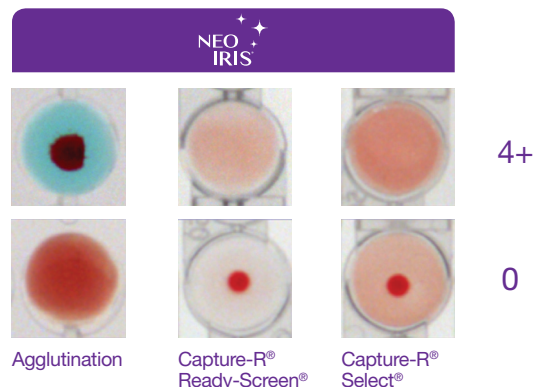
Grading Chart



Results You Can See

Real-time test results with visual well images, graded result or final interpretation.

NEO Iris's improved image resolution allows users to easily verify results on screen.



Expand the Horizons of Efficiency

NEO Iris modules have the performance power to operate independently and simultaneously, providing unprecedented productivity for your high-volume laboratory.



- A** Windows-based user friendly touchscreen interface
- B** Linear rack sample and reagent bay; load up to 224 samples at once
- C** Dual pipettors for processing multiple samples and plates simultaneously
- D** Microplate loading tower, washer module, incubator module, image analysis reader
- E** Centrifuge module
- F** Fluidics module is self-contained

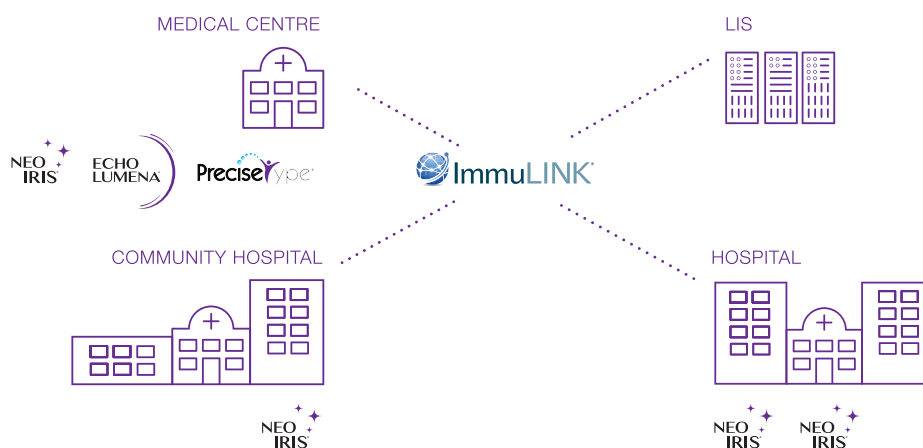
Integration Made Easy

Increase Efficiency

NEO Iris easily integrates with Immucor's scalable solutions through the availability of ImmuLINK® and blud_directSM.

Data Management

Immucor is taking blood banking into the future with cutting edge data management solutions accessing serology and molecular IVD results. Manage complex testing in remote sites from your core lab location while providing an easier and more efficient way to manage the Blood Bank test data.



Remote Diagnostics



Blood Bank Labs can't afford to be down. That's why there's blud_direct. An industry exclusive premium level of secure, technical support utilizing high-speed internet connectivity enabling you to receive help from an Immucor Technical Service Representative directly on the instrument monitor. With an overwhelming success rate, downtime is minimized instantly.



To learn more or to set up a consultation with one of our Blood Bank Business Managers, call, 855.IMMUCOR (855.466.8267) or visit www.immucor.com

NEO Iris® is not available for sale in Canada.



Galileo Echo™

IMMUCOR
GAMMA®

Answer the call for your blood bank.



I want my lab to run better.

Echo answers the call for automation.

Life in the blood bank lab is more demanding than ever. More than ever, you're asked to answer the call for a faster, more accurate, higher volume and better functioning lab, all with fewer human resources—test by test, minute by minute, day by day.

Immucor, a world leader in blood bank automation, has heard the call, from big labs and small labs, all over the globe. And we've answered with Galileo Echo—a third generation instrument designed to help blood banks of all sizes and volumes answer their call. For better technology. Higher functionality. More flexibility and speed. Better control.

*The future of the blood bank is calling.
Are you ready to answer it?*

I'm just barely keeping up.

Echo answers the call for efficiency.

Do more with less.

And do it with a higher level of quality and documentation than ever before. With a decreasing workforce and a greater need for efficiency, there is no better time to automate your blood bank. As a leader in blood bank automation, we hear constant feedback that all blood banks, regardless of size, have the same needs:

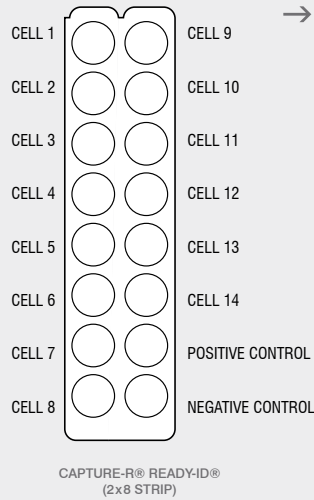
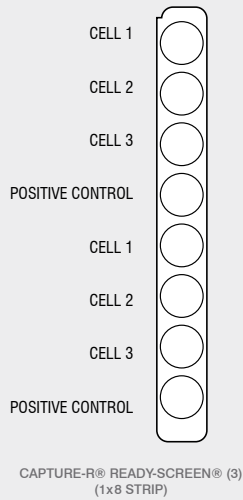
- Full Automation
- Broad Test Menu
- Continuous Access
- STAT Priority
- Fast Turnaround Time
- User Friendly Interface

Echo satisfies all of these requirements in the world's smallest footprint. Truly designed to fit in any blood bank across the globe—in more ways than one.

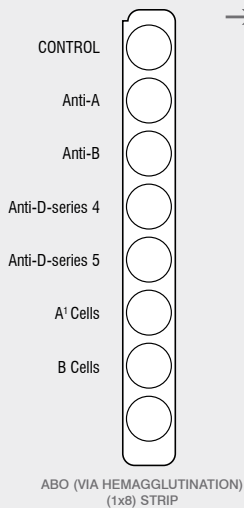
Broad Test Menu

You now have the power to automate more than your routine types and screens. Echo's broad test menu allows more of your workload to be automated, providing better cost justification for an automated platform. Echo lets you choose from a wide range of assays including antibody identification, phenotyping, DAT and crossmatch.

Echo Microstrips



→ Antigens are pre-coated on the test wells at time of manufacture, so there are fewer reagents to manage, less pipetting, and more time savings.



→ Blood typing via hemagglutination allows you to utilize the same antisera as manual tube testing.



→ Test Menu Assays include:

Blood Type
Donor Confirmation
ABO Retype
Weak D
Phenotype

Antibody Screen (3-cell)
Antibody Identification (3 panels)
DAT
IgG Crossmatch



→ Linear sample and reagent racks allow you to load and unload samples at anytime.

→ Sample rack can be removed once pipetting has completed.



→ Continuously Load and Unload:
20 samples
16 reagents
32 microstrips (shown here)

I need options.

Echo answers the call for flexibility.

Echo answers the call for flexibility.

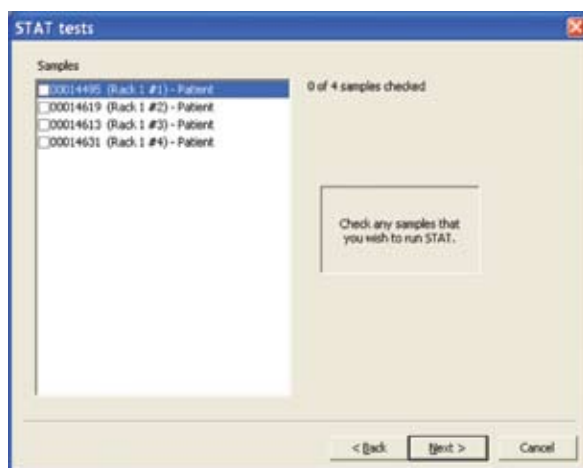
Linear Racks

Linear sample and reagent racks mean that you can load and unload samples at anytime so that urgent and STAT samples never need to wait. Echo will begin to process a STAT sample at the first available opportunity—priority sample handling makes this a reality. And unlike carousel-based systems, a sample rack can be removed once pipetting has completed—Echo's LED system provides an intuitive user interface, alerting you when sample lanes are busy and when they are free.

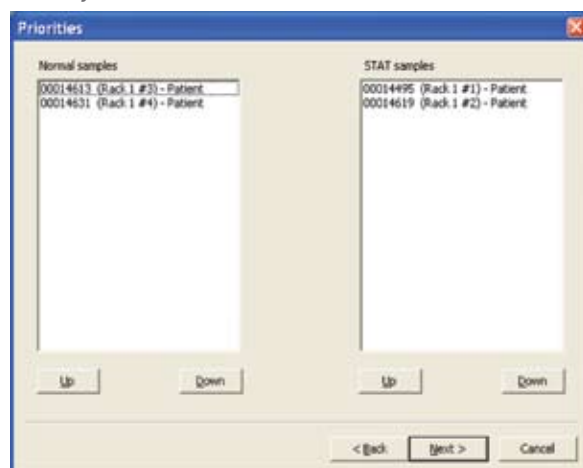
Reflex Testing

Industry exclusive reflex testing allows you to customize secondary testing to satisfy your needs. A negative Rh test result can be reflexed to a Weak D test, or a positive antibody screen can be reflexed to a panel.

STAT Tests:



Priority Tests:



I need to work faster.

Echo answers the call for speed.

Answer the call for speed.

When evaluating blood bank automation, confidence in test results is paramount. Echo utilizes Immucor's patented Capture solid phase technology for antibody screening and identification. Antigens are pre-coated on the test wells at time of manufacture, so there are fewer reagents to manage, less pipetting, and more time savings.

Year after year, Capture has proven to be one of the most sensitive test method for detecting clinically significant antibodies. Immucor's **Capture-R Ready-Screen (3)** was designed specifically for the Echo. Our new 3-cell screen provides the antigen profile desired for patient testing and includes a built-in positive control to confirm test results each and every time.

Turnaround Time

In preliminary time studies, Echo provided one of the fastest type and screen on the market today. There is no need to modify your laboratory's workflow in order to meet turnaround time demands—with Echo, results are reported in record time. This quick turnaround time and a flexible loading system mean that running more than just types and screens on a small, automated platform becomes a reality.

Image Analysis

Echo's image analysis reader provides a first-person view of your test results. Choose to view your real time results by the well image, graded reactions or just the final interpretation.



4+
Positive Result



3+
Positive Result



2+
Positive Result



1+
Positive Result



0
Negative Result



→ Every microstrip contains a **Two Dimensional Bar Code** that contains strip identification, lot number, expiration date and a unique serial number.



→ With Echo, antibody identification has never been easier. Simply load a **Capture Panel Strip** (3 panels available), all of the panel cells are pre-coated on the microstrip wells.

Multi-Layered Quality Control

Galileo Echo™

Hardware Controls

Software Controls

Reagent/Test/Process Controls

→ Echo features numerous **Process Controls** to keep your mind at ease. This includes interacting tests of all its hardware modules, various software levels, tests and reagents.

→ **WB corQC** whole blood controls are run daily and are processed like real samples.



I've got no room for error.

Echo answers the call for quality control.

Secure. Seamless. Convenient.

Automating your blood bank is serious business. You require the assurance that every test result is a quality test result – day to day, hour to hour, and minute to minute. Galileo Echo has been designed for reaching a new class of multi-layered quality control.

Echo features numerous process controls to keep your mind at ease. This includes interacting tests of all its hardware modules, various software levels, tests and reagents. All process controls are designed to require your attention only if appropriate; all values are documented and available at any time.

Daily quality control has never been easier and more efficient. **WB corQC Whole Blood Controls** are run daily and are processed like real samples. This daily QC kit provides time savings and verifies the functionality of the Echo instrument and all required reagents.

Our **Capture-R Ready-Screen (3)** assay includes a built-in process control. A pre-coated IgG test well acts as a positive control on the fourth well of every 3-cell screen. With Echo and Capture-R Ready-Screen (3), you can rest assured that every test result is a controlled test result.

The introduction of Galileo Echo brings **2-dimensional bar codes** to Immucor's Capture solid phase technology. Every microstrip has a 2-D bar code that identifies the strip type, lot number, expiration date and an individual serial number. The instrument's software maintains a resource inventory and manages assay testing through bar codes on strips, reagent vials and sample tubes – assuring positive identification and traceability throughout the entire testing process.

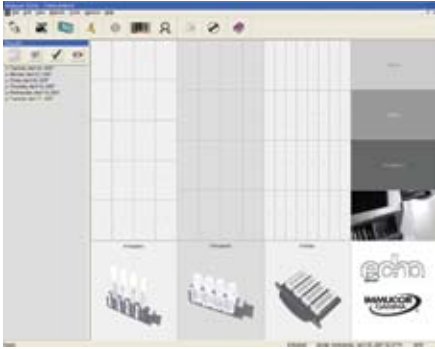
Answer the call with the company who loves blood.

For 25 years, our company has played a vital role in making blood transfusions safe by developing, manufacturing and supporting a complete line of reagents and automated systems used by hospitals, laboratories and blood donor centers. For 25 years, blood banking has been our only focus, and we've developed expertise in blood bank automation technology unmatched by any other company in the world. And for 25 years, we've never lost sight of blood's miracle and promise.

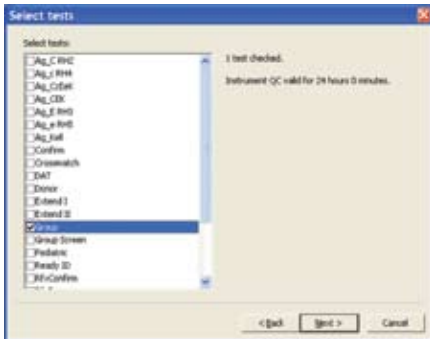
The core values we've brought to this process – innovation, productivity and partnership – have made us one of the world's leading transfusion diagnostics companies. With a Research and Development team dedicated solely to developing new blood bank technologies, Immucor is and will remain, on the cutting edge of pre-transfusion diagnostics. Our blood bank system specialists can help you to determine the impact an automated instrument like Echo will make on your laboratory. And Immucor's service and field support teams can provide turnkey installation, implementation and support to help your laboratory answer the call for a better quality of life, inside the lab and out.



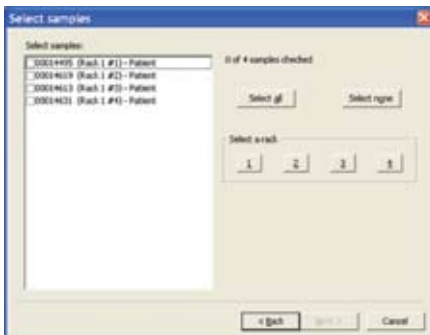




Step 1: Instrument Map



Step 2: Select Test (performed by LIS when bi-directionally interfaced)



Step 3: Select Sample (performed by LIS when bi-directionally interfaced)



Step 4: Test Confirm



A

- Intuitive user interface
- Windows XP operating system
- Color, touchscreen monitor

B

- Fluidics Module
- PBS is Echo's only system liquid
- Add PBS or remove waste anytime during a run

Galileo Echo™



C

- Sample and reagent loading bay
- LED user interface for linear rack loading
- Accommodates 20 samples and 16 liquid reagents
- Immediate bar code read
- Single probe pipettor; steel, teflon-coated probe

D

- Microstrip loading bay
- LED user interface for continuous loading
- Accommodates 32 strips
- All strips feature 2D bar codes for resource management

E

- Forced-air incubator reduces TAT
- Continuous flow washer
- Microstrip centrifuge
- Image analysis reader provides real time test results



echo
GALLO

20 ● 30 ● 40 ●

200ml





To learn more or set up a consultation with one of our
Blood Bank System Specialists call 800.829.2553 or visit
www.immucor.com.

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