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MbCount 560

Entry Level 5 Part for Small & Medium Size Laboratory

Why Mbcount 560

In Next 5 Year market shift from Double Chamber Cell Counter to 5 Part Cell Counter

In Current Market Scenario major competitors are having 5 parts only for the high workload customer resulting in to the higher CPT for the Low workload user

The Major Market Segment in Five parts outright purchase is exists with the Customer having workload 15 to 30 samples per day.

Aging of 3 Parts Cell Counter – 3 Parts Replacement in markets provides lots of opportunity

GEMS/Govt Tender Is a big opportunity

Product Positioning

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- A True Five part Cell Counter for the Laboratory doing 15 to 50 samples per day.
- A Perfect Upgrade for a laboratory from Double Chamber Cell Counter to true 5 parts cell counter
- A Desirable cell counter for the labs who want to get better CPT at lower workload
- A True 5 Part Cell Counter specially design to match the requirement of low workload customer
- Can be good options for a user planning for a double chamber cell counter to remove the competitions with upgrading them with 5 Parts.

Alphacount 5P - Promotional Features

- Combination of three technology
  - Tri Angel Laser Scatter Flow Cytometry
  - Volume metric Impedance Method
  - Photometric Method
- Ahead from the competition - Separate Channel for Basophils Counting
- Constant Linear Sheath flow technology
- 3 Histograms + 3 2-D Scatter gram + 1 3-D Scatter gram
- Optosensor Technology for Reagents Inputs
- Drain Floating Sensor
- Double Insulated Faraday,s Cage
- Simple Design – Minimal Valve & Tubbing
- Manual Addition of Parameter in Reports
- 2 test mode – CBC+5 Diff mode & CBC mode
- Design for Low Workload
- Additional parameters for WBC – ALY#, IG# ,
- PLCC & PLCR
- Microscopic Parameter

Combination of 3 Technology

- Tri Angle Flow Cytometer
- Volumetric Impedance Method
- Photometric Method

Ahead from the Competition - Separate Channel for Basophils Counting

- Provide Most Accurate Results for Basophils Counting

Double Insulated Faraday,s Cage

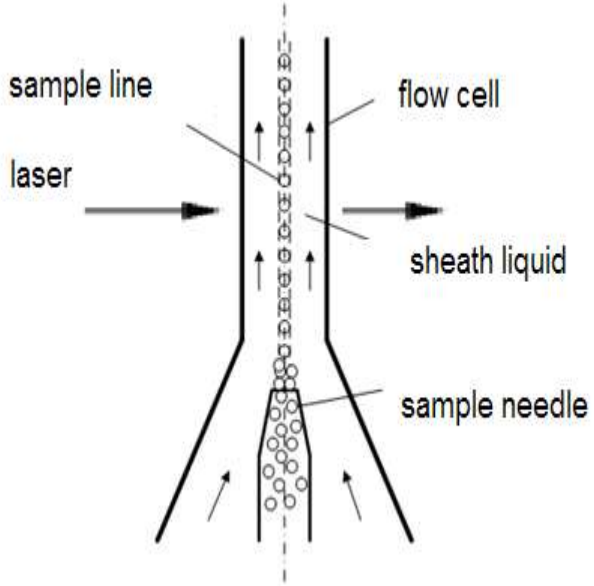
- It Ensure no interference from the external factors – voltage, vibrations etc.
- It ensure accuracy in platelets counting specially in case of better side platelets.

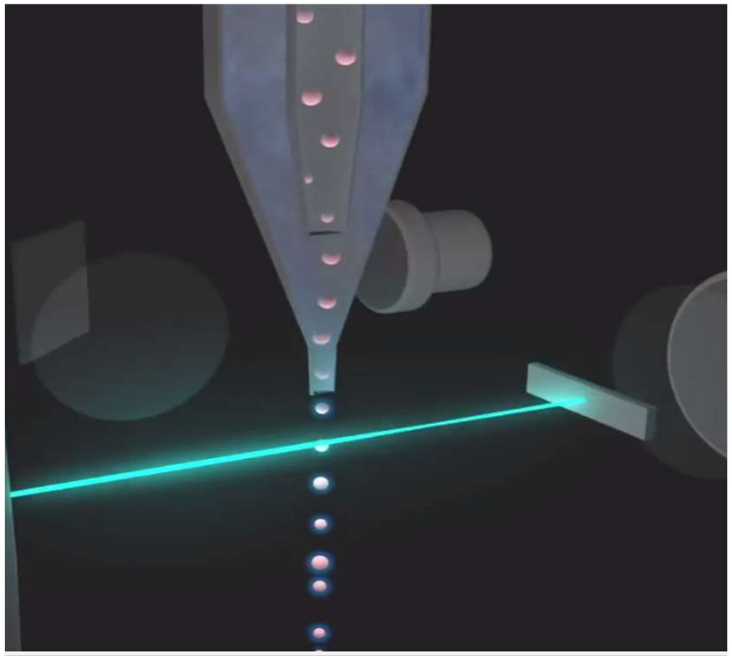
Simple Design – Minimal Valve & Tubbing

- Simplified design where as traditional five part cell counter are much more complex in design & lots of tubing & valve are their requiring more maintenance

Constant Linear Sheath Flow Technology

- Only one cells pass through laser at a time
- Helps in better analysis of WBC differential





Optosensor Technology for Reagents Inputs

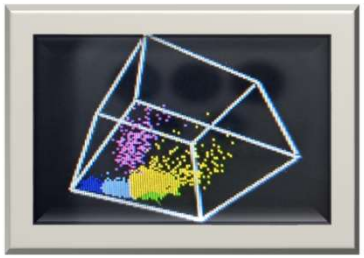
In traditional Cell Counters Bubbles in reagents creates inaccurate results.
Optosensor technology ensure that no impact of the bubbles during the test run ensure the accuracy with each samples.

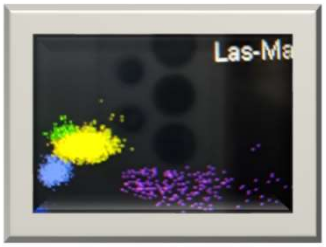
Drain Floating Sensor

In traditional 5 parts cell counters many a times spillage of biohazardous material happens due to waste gets completely filled.

AC 5P Ensures Drain floating sensors gives an alarm to users when waste bag gets completely filled. Its Avoid Contaminations in the laboratory

2 D & 3 D Dimension Scattergram





- Its a technique of graphical representation of different type of data in 3-Dimension
- Helps in better analysis of WBC differentiation by representation of data by size and , complexity of cells
- Its helps users to visualise the ghost cells populations.

New Research Parameter - Abnormal Lymphocytes and Immature Granulocytes Count

IG Count – Immature granulocytes -

- Indicates early stage infection in bone marrow in case of neonates and pregnant woman's.
- Helps to indicates bacterial infection vs viral infection specially in neonates

•Benefits – Automatically counting of IG Count means reduce number of blood smear and manual counting.

High quality components

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Building the base for excellent analyzer reliability

Main Parts are from EUROPE / USA

Pump: KNF (Germany)

SMC.

KNF FLODOS

Connector: Value (USA)

SAINT-GOBAIN PERFORMANCE PLASTICS

unimed

Valve: SMC (Japan), ASCO (USA)

Needle: Unimed (Switzerland)

VALUE PLASTICS, INC.
A NORDSON COMPANY

Tubing: SAINT-GOBAIN (France)

Parameters for better Analysis of Platelets Samples during the Viral Fever - PLCC & PLCR Both

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Gives Ideas of Clumping

Gives Better understanding on production of new born platelets

Gives Freedom to User to add additional parameters & as well as microscopic parameters in Report Manually

- User can define extra parameters & put them manually in the reports. For Example Retic Count etc.

New Parameters

Three New parameters

LMR : Its Represent ratio of lymphocytes & monocytes in WBC.

- Its helps in diagnosis of decrease in immune function & increase in inflammatory reaction.
- Some studies also represent that decline in LMR can be used as a predictor of poor prognosis of Cancer.

NLR : Its Represent ratio of neutrophil & lymphocytes in the wbc.

- The Increase of NLR may be related to inflammatory reaction, infection, & immune dysfunction.
- High NLR has been found in associated with tumour invasion, metastatic, & also has some predictive value in many diseases like heart disease, diabetes & rheumatic.

PLR : Its represent the ratio of Platelets & Lymphocyte in Blood.

- The Increase in PLR is related to inflammatory reaction, platelets activation& increase.
- High PLR is suggested to be associated with Inflammatory response, tumour invasion, & in some cancer & in some cardiovascular diseases.

Why a Lab will Upgrade to Mbcount 560

More business Generation

New Research Parameter
Immature Granulocytes, Abnormal Lymphocytes

Moving with the market trend

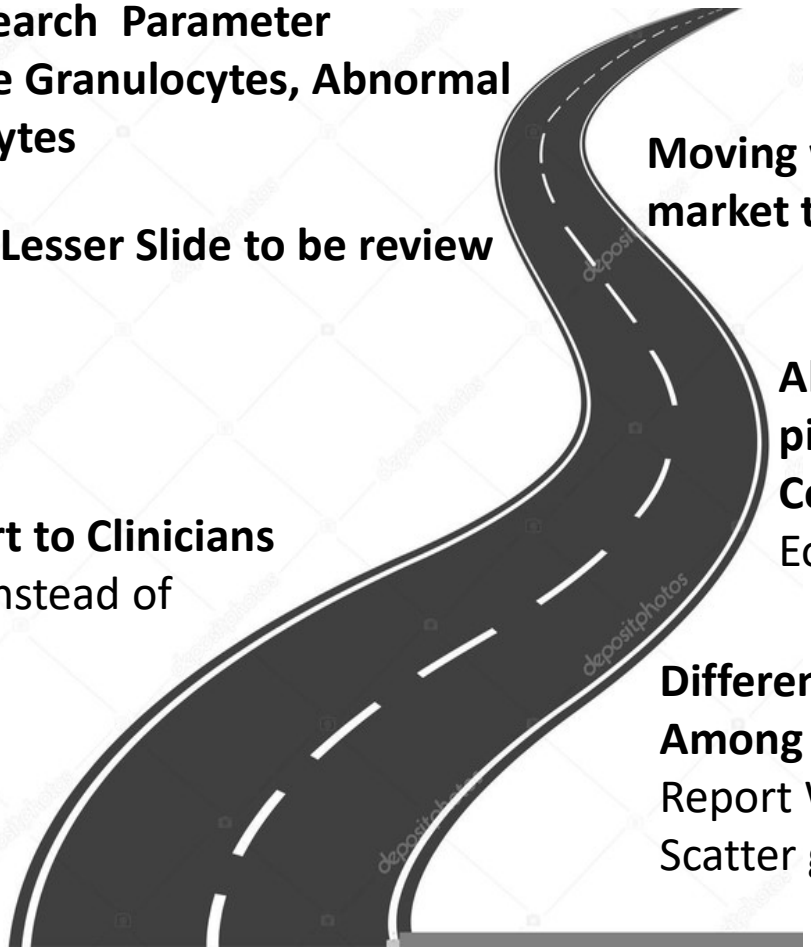
Lesser Slide to be review

Ability of Lab to pick up Special Conditions – Eosinophila etc.

Better Report to Clinicians – five parts instead of three parts

Differentiated Image Among Clinician – Report Will give Scatter gram

More Parameter – 29 parameter in Alphacount 5 P



Thank You

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