

# Toxicology Analyzer

PROPOSAL





## Overview



Elite Diagnostics, in partnership with Labnet, will serve as a consultant to the practice for the purpose of setting up and operating their lab to perform analyzer and diagnostic services.



# Process



Step 1

Agreement

Sign Lab Services Agreement.

Step 2

CLIA

We will assist practice with getting the proper CLIA certification.

Step 3

Lab Setup

We will setup the lab and install the Thermo Scientific Indiko Plus Analyzer.

Step 4

Technician

We will train and provide, to the practice, a licensed Lab Technician to hire for their lab.





# Process



Step 5

Collector

Elite will hire and train an in-clinic collector for confirmations.

Step 6

Supplies

We will assist with the supply requirements prior to launch.

Step 7

Launch

An Elite on-site manager will remain for the first few weeks to assist clinic, collector, and technician.

Step 8

Support

An in-lab Elite manager will be dedicated to support the practice.



# Financial Projections



## Estimated Monthly Expenses

Medical Technologist	\$ 5,000
Reagent Costs	\$ 1,300
Managed Lab Costs	\$ 300
Instrument & Water Rental	\$ 760
Total	\$ 7,360

## Generated Revenue

Patient Specimens	500
Reimbursement (80307 CPT)	\$62.14
Estimated Monthly Charges	\$ 31,070

## Estimated Monthly Profits

Expenses	\$ 7,360
Revenue	\$ 31,070
<b>Profit</b>	<b>\$ 23,710</b>



## Analyzer & Laboratory



Thermo Scientific Indiko Plus is discrete cell technology that enables synchronous analysis of several different tests from the same sample, and different types of samples can be analyzed simultaneously.



Elite is a CAP accredited highly complex lab. Samples are delivered overnight and results are displayed in the web portal. In most cases, results are delivered in 24-48 hours. Elite uses the most accurate LC/MS Technology for specimens.