



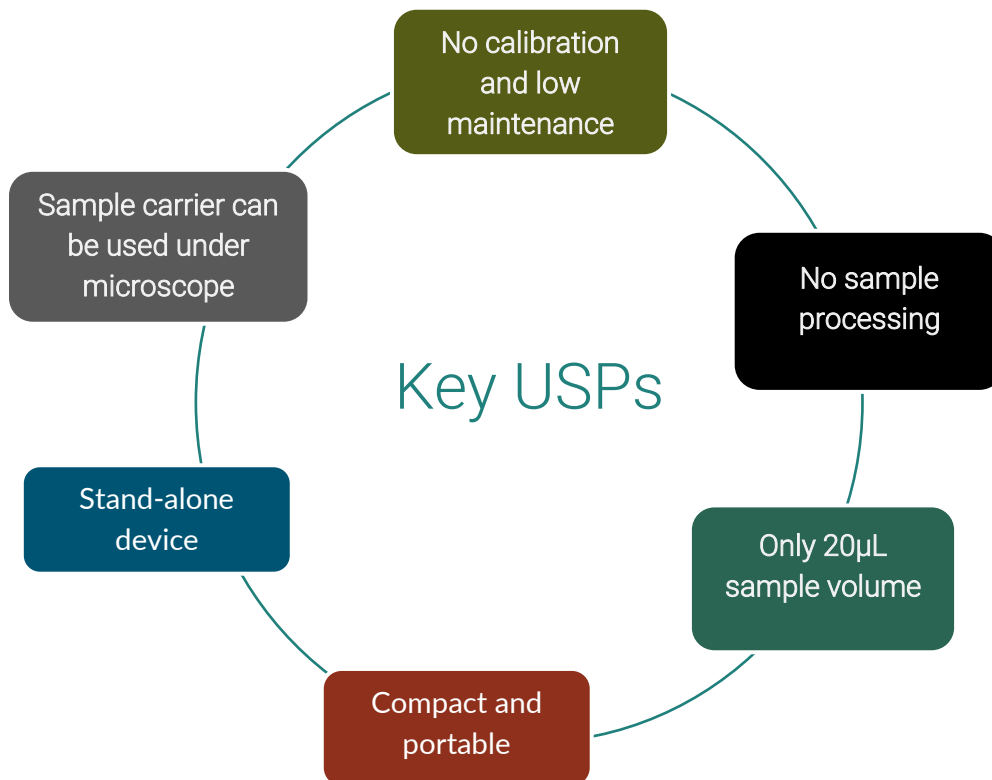
anvajo vet fluidlab 1: USPs

Unique Selling Propositions and other Benefits

Introduction

This document serves as a support to facilitate the sale of the vet fluidlab 1 for our dealers and sales teams. The following Unique Selling Points (USPs) serve to convey the benefits of the vet fluidlab 1. The list is **not** intended to be printed publicly on any website or other material. However, the arguments may be used **in a modified form** for the creation of materials and the homepage.

The vet fluidlab 1 USPs



USP 1: Low Sample Consumption

The vet fluidlab 1 requires only **20µL of urine**, ensuring precise diagnostics even with limited sample availability. This means you can obtain accurate results without the need for large fluid volumes, accommodating the naturally limited urine volume from pets with ease.

USP 2: No Preanalytical Sample Processing

The vet fluidlab 1 can analyze raw samples directly without requiring further centrifugation steps. This means there's no risk of altering or damaging the sample through incorrect handling. Additionally, our device operates without a flow system with pumps, ensuring that cells remain intact and undisturbed during analysis.

USP 3: The acella Sample Carrier

The vet fluidlab 1 utilizes the anvajo acella sample carriers, which are made of high-quality glass. These ready-to-use microscopy slides are designed for seamless use under the microscope after automated analysis, enabling further investigation without additional preparation. This design eliminates common sources of error, such as air bubbles between the cover glass, and ensures consistent chamber height, reducing work effort and enhancing accuracy.

USP 4: Stand-Alone Device

The vet fluidlab 1 operates as a standalone device, with all processing happening directly on the unit itself – no need for a computer, tablet, or network connection. You can read out and save results directly on the device. If needed, the vet fluidlab 1 can be connected to your computer via Wi-Fi, allowing you to use the free anvajo datalab software to save all your results (e.g. as a PDF).

USP 5: Compact and Portable

The vet fluidlab 1 is compact and portable, requiring less space than a traditional microscope and other analyzers, thus maximizing your available workspace. Its portability allows it to be easily carried around the practice. For high-throughput labs with existing automated analyzers, the vet fluidlab 1 serves as a reliable backup device, ensuring continuity of operations in case the primary analyzer encounters issues.

USP 6: Calibration-Free and Low Maintenance

The vet fluidlab 1 is designed for effortless operation with minimal maintenance requirements. Its robust and user-friendly design ensures reliable performance without the need for frequent servicing or complex upkeep. This means you can focus on providing the best care for your pets without worrying about the hassle of ongoing maintenance.

Other Benefits of the vet fluidlab 1

Benefit 1: Accelerated In-House Screening for Immediate Results

The vet fluidlab 1 offers fast in-house urinalysis, allowing you to streamline your diagnostic process. By analyzing samples directly in your practice, you avoid the lengthy turnaround times often encountered with reference labs, where results can take hours or days to return. This efficiency not only eliminates the need for microscope examination of negative samples but also provides immediate, reliable results. This means you can make prompt, informed decisions and manage patient care more effectively.

Benefit 2: Easy Handling

The vet fluidlab 1 is designed for ease of use, requiring no product training for operation. Its intuitive interface ensures that any technically experienced employee in the practice can operate the device with confidence, streamlining your workflow and minimizing the learning curve.

Benefit 3: Automatic Focus

The vet fluidlab 1 is equipped with an advanced algorithm that automatically determines the optimal focusing level for each measurement. This ensures that all cells are in sharp focus, eliminating the risk of out-of-focus images that could lead to misclassifications. By removing the need for manual adjustments, you save time and achieve precise, consistent results effortlessly.

Benefit 4: Adjustable Units and Decision Limits

The vet fluidlab 1 allows you to switch between different units (microscopic units or SI units) according to your lab's preferences. Additionally, it lets you set your own clinical decision limits for each cell type, accommodating the specific ranges relevant to your practice and ensuring that the analysis meets your clinical needs.