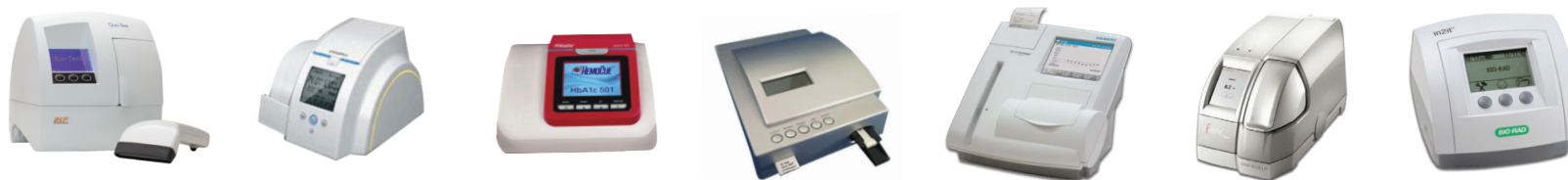


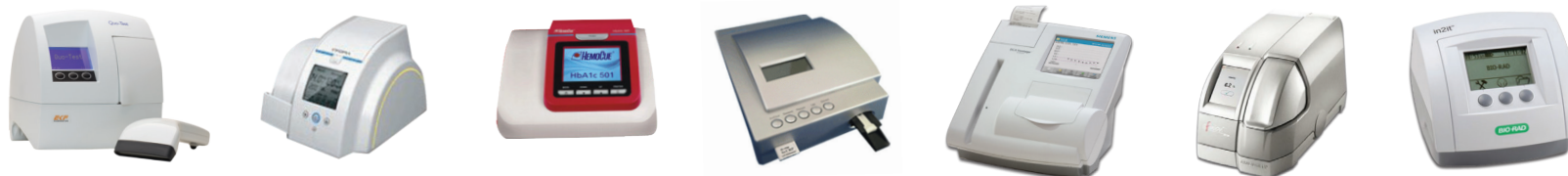
# QUO-TEST COMPETITOR ANALYSIS



	EKF Quo-Test	Infopia Clover	Hemocue 501	Boditech i-CHROMA	Siemens DCA-Vantage	Axis Shield Afinion	Bio-Rad IN2IT
METHODOLOGY	Boronate Affinity	Boronate Affinity	Boronate Affinity	Immunological	Immunological	Boronate Affinity	Boronate Affinity
	Fluorescence Quenching	Inverse Amperometry	Inverse Amperometry			Chromatography	Chromatography
REAGENT TYPE	<b>Cartridge:</b> Ready to use	<b>Cartridge:</b> Shake reagents before taking sample	<b>Cartridge:</b> Shake reagents before taking sample	Lateral flow strip	<b>Cartridge:</b> Complex Multi-cavity	<b>Cartridge:</b> Integrated sampling device	<b>Cartridge:</b> Sample collector tip must be snapped off
MEASUREMENT RANGE % A1C	4 - 15%	4 - 14%	4 - 14%	4 - 15%	2.5 - 14%	4 - 15%	4 - 14%
TIME TO RESULT	<4 mins	5 mins	5 mins	>12 mins	>6.5 mins	<4 mins	10 mins
MEMORY: PATIENT & QUALITY CONTROL	7,000 P & QC	200 P	200 P		4,000 P & QC	500 P & 500 QC	200 P & QC
SAMPLE VOLUME	4µl	4µl	4µl	5µl	1µl	1.5µl	10µl
SPECIMEN TYPE	Capillary & venous	Capillary	Capillary	Capillary	Capillary & venous	Capillary & venous	Capillary & venous
AFFECTED BY HB VARIANTS*	No	No	No	Yes	Yes: HbF>10%	No	No
IMPRECISION, CV AT 7% A1C	<3%	<3%	<3%	<5%	2.6%	<3%	<4%
CALIBRATION	NGSP and IFCC certification Barcode calibration	NGSP certified Barcode calibration	NGSP certified Barcode calibration	NGSP certified	Barcode calibration	Barcode calibration	

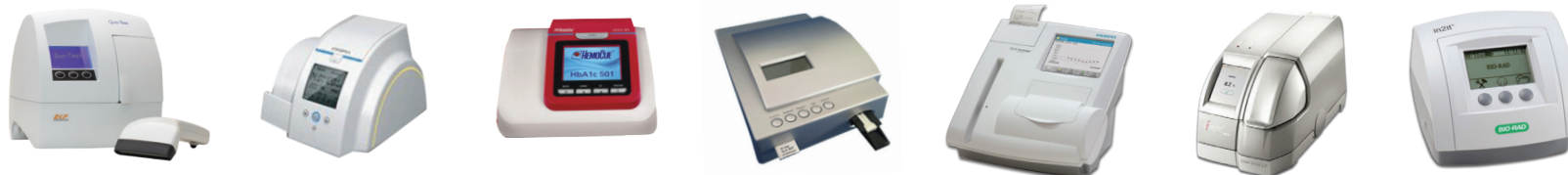
\*A patients HbA1c level is affected by the lifespan of their erythrocytes. Erythrocyte life span is reduced in patients with some forms of Hb variant.

# QUO-TEST COMPETITOR ANALYSIS



	EKF Quo-Test	Infopia Clover	Hemocue 501	Boditech i-CHROMA	Siemens DCA-Vantage	Axis Shield Afinion	Bio-Rad IN2IT
PC INTERFACE	USB port	Serial port, USB port	Serial port, USB port	Serial port	Serial port, USB port, POCT1-A2	Serial port, USB port	Serial port, USB port
POWER	AC	AC or DC9 battery	AC or DC9 battery	AC or 12v battery	AC	AC	AC or 4 type AA batteries
PRINTER	External	External	External	External	Integrated printer	External	External
BARCODE READER	Yes	Optional	Optional	No	No	No	No
REAGENT STORAGE	2 - 8°C 30 days at room temperature	Room temperature	Room temperature	2 - 8°C 20 months	2 - 8°C 90 days at room temperature	2 - 8°C 90 days at room temperature	2 - 8°C 30 days at room temperature
OPERATING CONDITIONS	18 - 30°C	17 - 32°C	17 - 32°C	10 - 40°C	15 - 32°C <90%RH	18 - 30°C	18 - 30°C
DEVICE CHARACTERISTICS	Multilingual display Dual reporting (IFCC and DCCT)	Dual reporting	Dual reporting	DCCT reporting only Requires multiple pipette steps	Patient trending Touch screen Barcode reader available QC reminder and lockout Dual reporting	Multilingual touch screen display Data management in ASTM + HL7 formats	Symbols and codes used on display

# QUO-TEST COMPETITOR ANALYSIS



	EKF Quo-Test	Infopia Clover	Hemocue 501	Boditech i-CHROMA	Siemens DCA-Vantage	Axis Shield Afinion	Bio-Rad IN2IT
SIZE AND WEIGHT	205x205x135mm 1.3kg	200x200x139mm 1.4kg	200x200x139mm 1.4kg	185x80x250mm 1.3kg	287x277x254mm 3.88kg	320x170x170mm 5kg	140x100x145mm 0.84kg
MAXIMUM TIME PERMITTED AFTER BLOOD COLLECTION	1 minute			30 seconds	<1 minute	<1 minute	10 seconds
OTHER ANALYSIS	No	Blood glucose Optional module	Blood glucose Optional module	PSA, D-dimer, HS-CRP, TROP	Albumin, creatinine	Albumin, creatinine, CRP	No
APPROVALS	CE and SFDA	510(k)	510(k)		CLIA waived	510(k)	CLIA waived
SELF-TEST	During start up Optics check before each test	Check cartridge supplied	Check cartridge supplied	Yes	During start up	Integrated error detection	Optics check
QUALITY CONTROL	2 levels	No	No	No	2 levels	2 levels	2 levels Must be diluted
OTHER	Reagents stable at room temperature for 1 month	Insert cartridge into machine then insert reagent pack with sample (2 steps instead of 1). 1 cartridge must be assembled	Insert cartridge into machine then insert reagent pack with sample (2 steps instead of 1). 1 cartridge must be assembled	Reagents stable for 20 months Multi step manual process	Negative bias above 10% A1c Sensitive to hematocrit Cannot measure anemic patients	Individually packed cartridges	Noisy in use Bulky cartridges take up lots of fridge space