





DYNEX Technologies, Inc.
Automating QuantiFERON-TB Gold (QFT®)

Annual Texas Laboratory Director's Conference

Rich Bahlmann – Technical Marketing Manager

Company Background



- **US based company located in Chantilly, VA**
 - **85+ employees worldwide, headquartered in Chantilly, VA with Manufacturing, R&D, Sales & Administration**
 - **Sales and Support offices based in UK, Germany & Hong Kong with satellite R&D operation in Guernsey, Channel Islands.**



Dynex™ Technologies, Inc.



Market leading position with:

- **“Open” ELISA processors**
 - **2800+ DSX® worldwide**
 - **1600+ DS2® worldwide**
 - **Agility® launched Dec 2013**



Three Levels of Automation

- **DS2 2 plate system**
- **DSX 4 plate system**
- **Agility 12 plate system**



DS2 2-Plate Fully Automated ELISA Processor

Key Traits:

Size – Compact size is ideal for small labs.

Less Moving Parts – This design decreases the amount of hardware service calls needed

Washer Synchronization – Eliminates plate drift by matching wash step with pipette dispense speed.

Open System – Flexibility allows customers to run the assays they want to in their labs.

Cost Savings - Walk-away automation from sample in to results out. Eliminates laborious manual testing & reduces technician variability.



DS2 Automated ELISA

By the numbers:

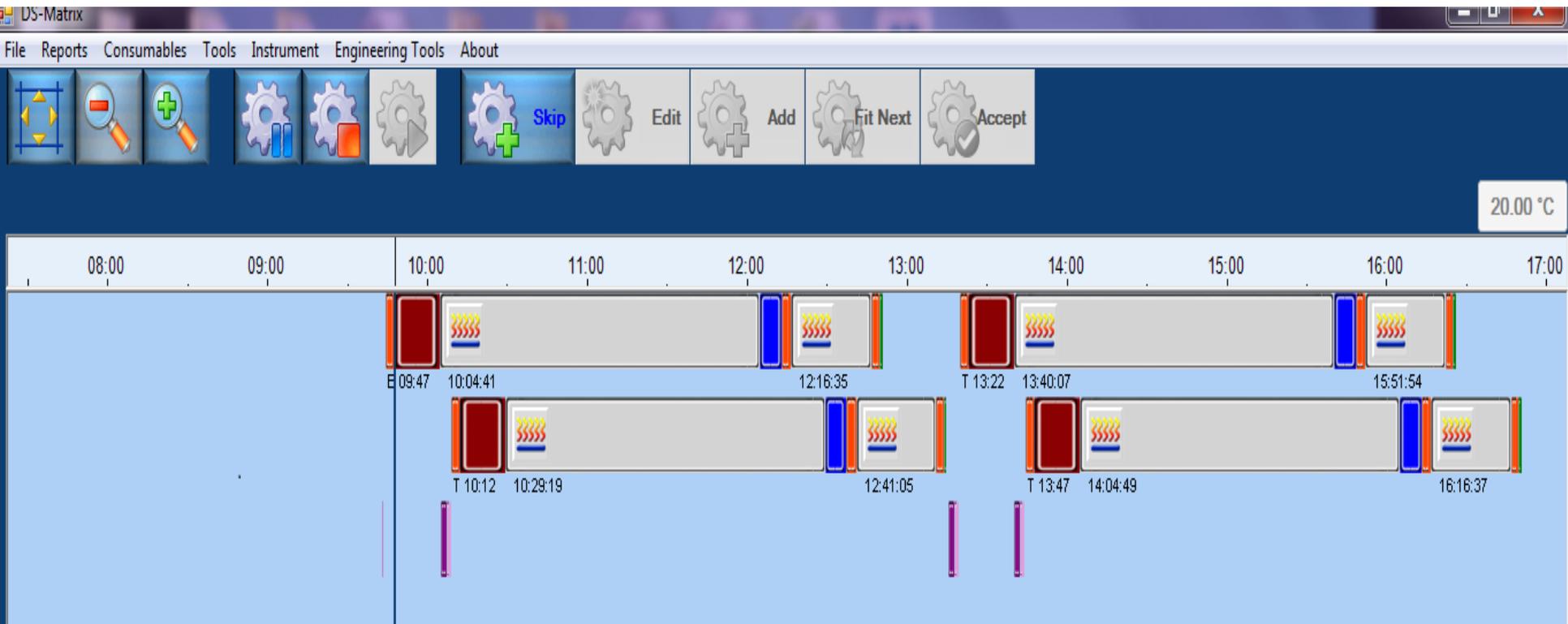


- 2 Micro-titer plates capable
- 100 on-board samples
- 1 Barcode Reader
- 8 Diluent (25ml) bottles
- 10 Conjugate, etc (15ml) bottles
- 24 Control (2ml) vials
- 216 Sample tips
- 20 Reagent tips
- 4 assays per plate
- 6 Filter capable
- 1 “2 Car Garage” Incubator with Shaker



DS2 Throughput Timeline

- 78 sample tubes can be loaded twice
- 4 full plates or 26 samples per plate = 104 results in ~7 hours



DSX 4-plate Fully Automated ELISA Processor

Key Traits:

Modular – Customize the instrument to fit a customer's needs. (Incubators, reader, bar code scanner)

Washer Synchronization – Eliminates plate drift by matching wash step with pipette dispense speed.

Open System – Flexibility allows customers to run the assays they want to in their labs.

Minimal Maintenance – Disposable tip design reduces need for priming dispense tubing and clean up.



DSX Automated ELISA



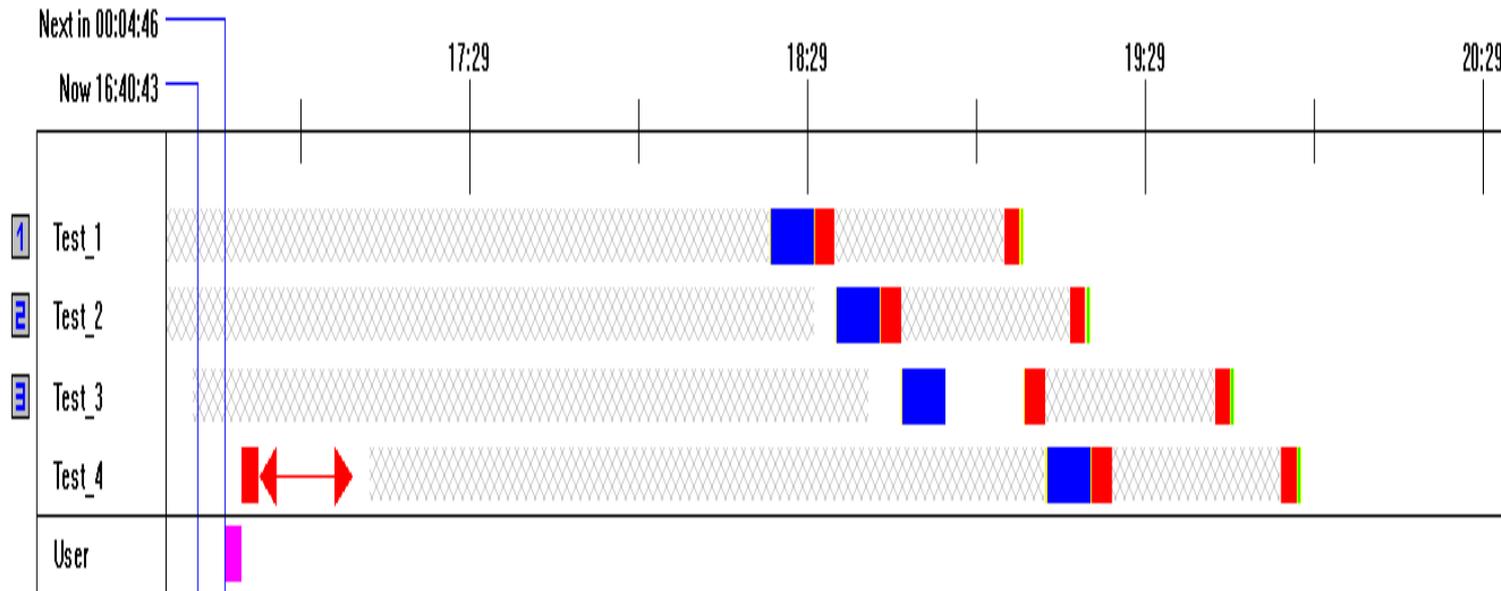
By the Numbers:

- 4 Micro-titer plates capable**
- 98 on-board samples**
- 1 Barcode Reader**
- 24 Reagent bottles**
- 33 control vials**
- 432 Sample tips**
- 41 Reagent tips**
- 12 assays per plate**
- 6 Filter capable**
- 4 Incubator capable**



DSX Throughput Timeline

- 78 sample tubes can be loaded twice
- 4 full plates or 26 samples per plate = 104 results in ~5 hours



AGILITY 12-Plate Fully Automated ELISA Processor

Key Traits:

SmartKit Concept – 60% reduction in hands on tech time

Closed Design & Concept– Still an open system but with limited tech interaction

Open System – Flexibility allows customers to run the assays they want to in their labs.



Dynex Agility



By the Numbers:

12 plate system

Can hold 16 SmartKits

12 incubator positions

6 ambient

6 elevated

Linear shaking

200 samples

Both tube and barcode scanned

5 Wash bottle positions

1 dedicated to diH₂O



Agility SmartKit Types

1. **“GOLD” Manufacturer Packaged SmartKit Insert**
2. **“SILVER” Custom Bottle SmartKit Insert**
3. **“BRONZE” Standard Dynex Bottle Insert**

Customers can run any type Agility SmartKit(s) simultaneously



SmartKit Labeling

Space for label identifying assay type, Supplier etc

2D Barcode for RPID (reagent pack identification)

- Unique pack ID for tracking contents and fluids
- Master Lot#/exp

Holds additional lot information, individual fluid lot #'s and expiry, concentrations and variables



SmartKit Silver

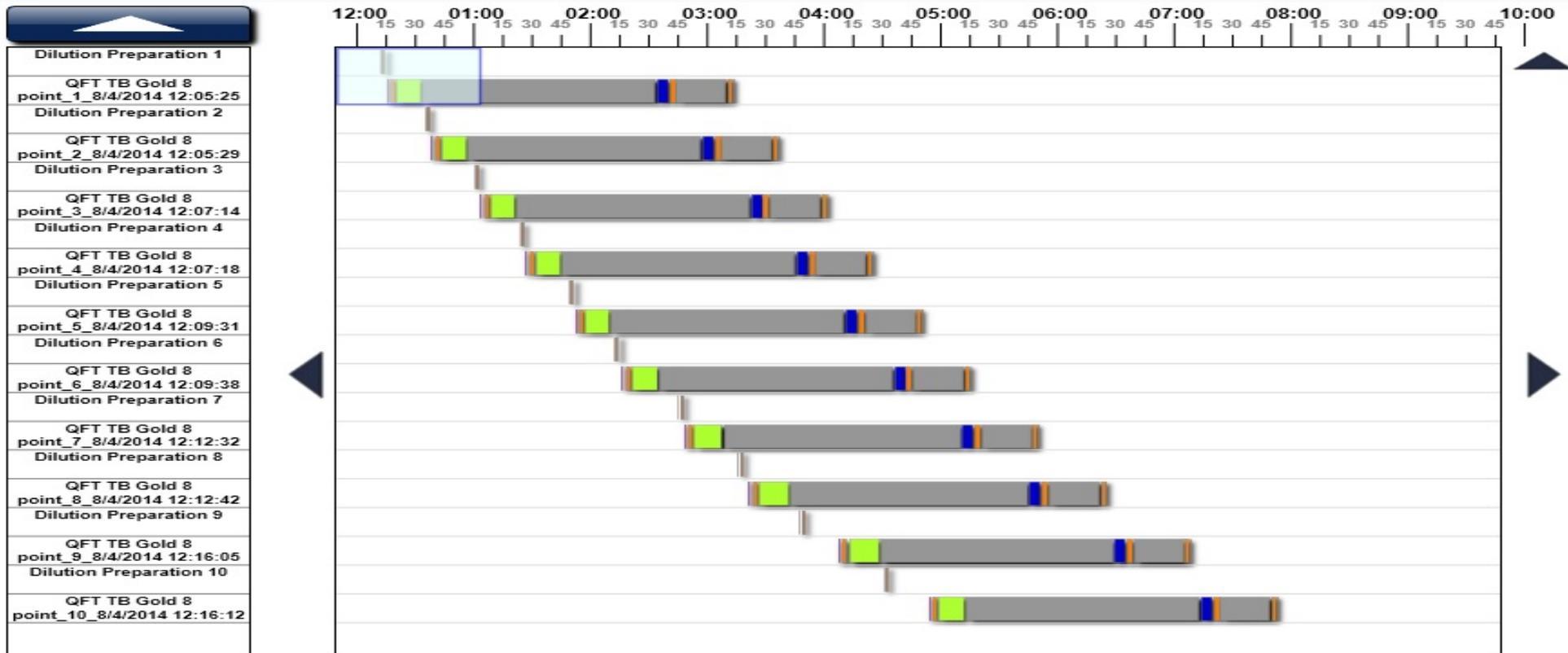
SmartKit Silver – Customized, reusable solution offering the benefits of direct-load reagents

- Reusable, custom-designed
- Custom inserts supplied direct to customer from Dynex
- Current formatted ELISA kit is transferred to Silver insert



Agility Throughput Timeline

- 156 sample tubes can be loaded at once. 2x capacity over DS2/DSX.
- 10 full plates or 26 samples per plate = 260 results in ~8 hours



FSE Location Advantage

- **Central Dispatcher located in Chantilly, VA handles all dispatches and communication**
- **ELEVEN (11) Total FSE's in the Field**
 - **Each engineer strategically located geographically to:**
 - **Reduce response time**
 - **Control T&E expenses**
 - **Provide consultative experience to their instrument customers**
- **Continue to strengthen our service capabilities**
 - **Allows our Reagent partners to focus on their Core Competency (REAGENTS)**



Dynex Instrument Advantage

- **Manufacturer certified and trained technical support and service personnel.**
- **Dynex can/will perform all PMs and services per manufacturer recommendation.**
- **Service Engineers hired by Dynex bring continuity and offer:**
 - **Knowledgebase**
 - **Skill Set**
 - **Relationships**
- **Overall Support**
 - **Sales**
 - **Install & Training**
 - **Service**
 - **Consumables**

