# History of Innovation

> Only Immucor consistently delivers the next-generation of blood bank automation to labs worldwide

<table>
<thead>
<tr>
<th>Year</th>
<th>Product</th>
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<tbody>
<tr>
<td>1998</td>
<td>ABS HV*</td>
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<td>1999</td>
<td>ABS2000*</td>
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<tr>
<td>2004</td>
<td>Galileo*</td>
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<td>2007</td>
<td>ABS Precis*</td>
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<td>2010</td>
<td>NEO*</td>
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<td>Echo*</td>
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Innovation that transcends all others. Immucor, the global leader in transfusion diagnostics, introduces our latest innovation. NEO gives your laboratory the ability to achieve exceptional performance POWER, enhanced SPEED, and unprecedented FLEXIBILITY. All from the proven leader who consistently develops innovative, high-performance solutions that redefine the way blood banks operate.

*Expect nothing less from Immucor.*
The power of productivity.

Only NEO has the performance power to deliver the broadest Immunohematology test menu in the industry. This fully automated state-of-the-art instrument will optimize your lab’s workflow by fully automating more of your workload with trusted technologies that provide quality test results.

*The art of redefining workflow efficiency.*

**PRODUCTIVITY**

- NEO’s broad test menu allows labs to automate more of their workload and provides better cost justification for an automated platform
- Blood typing via hemagglutination allows you to utilize the same blood typing reagents as manual testing for seamless backup options
- Type and screen result in as little as 30 minutes
- Continuous processing allows throughput of several hundred tests per hour
Capture<sup>®</sup>

NEO utilizes Capture, Immucor’s patented microplate-based solid phase technology for high volume test processing. For over 26 years, thousands of labs across the world have trusted Capture.

**ACCURACY**

→ IgG-specific technology, for the detection of clinically significant antibodies
→ Sensitivity is higher than manual tube or gel methods

**EASE OF USE**

→ Antigens are pre-coated on the test wells so there are fewer reagents to manage
→ Load an antibody identification panel with 1 microstrip, versus multiple reagent vials
→ Long shelf life and room temperature storage for microplates provide easier inventory management

**POSITIVE RESULT**

→ Antiglobulin-coated indicator cells bind to antibody-coated wells forming an intact layer of cells on the well surface

**NEGATIVE RESULT**

→ No antibodies bound to wells, indicator cells will migrate to bottom of the well and form a tight button
→ NEO’s modules operate independently and simultaneously, providing unprecedented productivity for the high-volume laboratory.

**MICROPLATE LOADING TOWER**
Capacity to load 15 microplates with continuous access for loading/unloading.

**WASHER MODULE**
Fully automated and process controlled microplate washer.

**READER MODULE**
Image analysis reader with 2 CCD cameras for interpreting test results.

**INCUBATOR MODULE**
6 ambient and 8 37°C incubator bays designed to support high volume testing.

**CENTRIFUGE MODULE**
7 neo

Windows-based user-friendly touchscreen interface

Linear rack sample and reagent bay
Load up to 224 samples at once

Dual pipettors
Feature 5 probes for processing multiple samples and plates simultaneously

Fluidics module is self-contained
Intuitive User-Interface

→ NEO’s user-friendly interface provides access to test ordering and prioritization, resource management, and reporting with the touch of a fingertip.

ONE OR MORE STAT SAMPLES CAN BE SELECTED BY THE OPERATOR OR DESIGNATED THROUGH THE LIS

REALTIME RESULTS CAN BE VIEWED BY IMAGE, INTERPRETATION, REACTION GRADE, OR SCORE
The most productive instrument available in the market.

**DYNAMIC SCHEDULER**

- Continuous and random access capability
- Dynamic Scheduler prioritizes workflow for maximum efficiency
- Real-time visual display provides actual time to assay completion
ASAP. STAT. PDQ.

Your workflow is demanding. The flexibility to work the way your lab flows is the true beauty of NEO. Only NEO offers the advantage of linear sample and reagent racks for true continuous access. STAT requests never wait. Run any test, in any order, anytime. NEO’s Dynamic Scheduler with new STAT priority will enhance your workflow to the next level of operational efficiency.

*NEO speaks your language with unprecedented flexibility.*

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**CONTINUOUS ACCESS**
- Loading and unloading of samples and reagents anytime
- Removal of sample rack once pipetting has completed
- LED system provides an intuitive user interface to alert the operator when sample or reagent lanes are free

- **Available**
- **Pending**
- **In Use**

**AUTOMATED EFFICIENCY**
- Automated resource management maximizes efficiency
- Ability to reschedule plates to expedite STAT testing. Resources are reallocated to avoid reagent waste
- Bi-directional interface with host query for test requests and auto-verification for results export minimizes operator hands-on time

**REFLEX TESTING**
- Automatic scheduling of secondary assays reduces operator intervention
- Negative Rh test result can be reflexed to a Weak D test
- Positive antibody screen can be reflexed to a panel
STAT FUNCTIONALITY

→ Priority sample handling with STAT functionality

“STAT” designation populates on test request to confirm priority status

NEO Start Run Assistant prompts operator to initiate STAT runs first

Flexible user interface allows the operator to postpone routine testing to expedite STATs
Secure by design.
When patient care is on the line, every test result counts. All NEO assays have built-in process controls that ensure consistent and trustworthy test results. The fully automated system ensures sample and result integrity.

→ NEO software ensures positive identification and traceability throughout the testing process
→ Every NEO assay includes a comprehensive QC and process control strategy
→ All process controls and maintenance activities are documented and reportable

MULTI-LAYERED QUALITY CONTROL
NEO features numerous process controls to keep your mind at ease. This includes controls for hardware functionality, software logic, reagent performance, and assay processing.
**HARDWARE CONTROLS**
- Real time barcode read provides positive sample/reagent identification
- Automated pipettor self check maintenance verifies pipettor function
- Temperature of incubator bays monitored continuously
- Automated washer aspirate and dispense verification

**SOFTWARE CONTROLS**
- Processing and post-processing time tolerances for critical test steps
- Onboard stability times monitored for specific reagents

**REAGENT/PROCESS CONTROLS**
- Forward and reverse type must match for a valid ABO/Rh test result
- Monoclonal control must be negative for a valid ABO/Rh test result
- Reagent dispense safety read to confirm color change of LISS reagent
Remote diagnostic support. Help is only a click, or call, away.

High volume labs can’t afford to be down. That’s why there’s blud-direct™. An industry exclusive premium level of secure, technical support utilizing high-speed Internet connectivity enabling you to receive help from an Immucor Technical Service Representative directly on the instrument monitor. With an overwhelming success rate, downtime is minimized instantly.

For responsive technical solutions, NEO delivers.

→ Utilizes high-speed Internet connection for fast, efficient support
→ Reduces instrument downtime and service visits
→ All information is communicated in a safe, highly secured manner
→ Transcripts of the support session are recorded to an audit log for record of access
COMMITMENT TO THE INDUSTRY

→ IMMUTOUR – We are solely dedicated to transfusion medicine and will tour regions with our rolling laboratory.

→ Through a series of industry-focused workshops, Immucor is committed to furthering professional excellence and enhancing patient care by providing ongoing technical education and support to the transfusion medicine community. We believe this educational role is our corporate responsibility.

→ **Innovation. Productivity. Partnership.** These words aren’t taken lightly at Immucor. We live them on a daily basis while keeping the customer in mind. From manual testing to high-impact, fully automated platforms, we provide a solution for your lab.
To learn more or to set up a consultation with one of our BLOOD BANK BUSINESS MANAGERS, call 855.IMMUCOR (855.466.8267) or visit www.immucor.com.

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