Echo® is designed to bring the benefits of automation to labs of all sizes and volumes.
I want my lab to run better.
Better technology.
Higher functionality.
More flexibility and speed.
Better control.

(A) Intuitive User Interface
- Touchscreen 17” monitor
- Color imaging

(B) Fluidics Module
- PBS is Echo’s only system liquid
- Add PBS or remove waste anytime during operation

(C) Sample And Reagent Loading Bay
- Accommodates 20 samples and 16 liquid reagents
- Linear racks using LED-guided user interface provide continuous access to samples and reagents
- Immediate bar code read
- Single probe pipettor; steel, teflon-coated probe

(D) Microstrip Loading Bay
- Accommodates 32 strips
- LED user interface for continuous loading
- All strips feature 2D bar codes for traceable resource management

(E) Automated Processing
- Forced-air incubator reduces TAT
- Continuous flow washer
- Self-balancing centrifuge
- Image analysis reader provides real time test results
Easy to navigate. Easy to use.

Flexible Workflow Scenarios

Test Scenario 1

- **1st run**: 4 Groups/Screens
- **15 minutes later**: Group/Screen STAT
- **10 minutes later**: 2 Groups/Screens

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- **1st**: 4 groups/screens
- **2nd**: 1 group/screen
- **3rd**: 2 groups/screens

Test Scenario 2

- **1st run**: 1 DAT + 1 Ready ID
- **10 minutes later**: 2 Groups/Screens
- **15 minutes later**: 4 Groups/Screens

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- **1st**: 1 DAT
- **2nd**: 1 Ready ID
- **3rd**: 4 groups/screens

Test Scenario 3

- **1st run**: 4 Groups/Screens
- **5 minutes later**: 4 Groups/Screens
- **1st Group/Screen complete, add 1 Ready ID**: 4 Groups/Screens

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- **1st**: 4 groups/screens
- **2nd**: 4 groups/screens
- **3rd**: READY-ID
- **4th**: 4 groups/screens

Step 1: Select Test

Step 2: Select Sample

Step 3: Resource Confirmation

Test Results
Echo’s broad test menu allows blood banks to automate more of their workload and provides better cost justification for an automated platform

- **ABO/Rh D Type**
- **Donor Confirmation**
- **ABO Retype**
- **Weak D**
- **Phenotype**

- **Antibody Screen (3-cell)**
- **Antibody Identification** (primary panel, D-pos panel, and a D-neg panel)
- **IgG DAT**
- **IgG Crossmatch**

Full automation features available on Echo include:

- **Instant Access**™
- **STAT Priority**
- **Fast Turnaround Time**
- **User Friendly Interface**

Efficiency

With greater volumes to handle and fewer specialized technologists in the blood bank, labs of all sizes are requested to do more with less. There is only one instrument that optimizes total workflow efficiency by automating more than just routine types and screens with the world’s smallest footprint.

**Automate More.**

**Direct Hemagglutination Microstrips**

Multiple configurations of ABO/Rh microstrips exist to meet each lab’s specific needs.

**Capture Microstrips**

Antigens are pre-coated on the test wells at the time of manufacture so there are fewer reagents to manage, less pipetting, and more time savings.

**Echo’s broad test menu allows blood banks to automate more of their workload and provides better cost justification for an automated platform**

- **ABO/Rh D Type**
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Full automation features available on Echo include:

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- **STAT Priority**
- **Fast Turnaround Time**
- **User Friendly Interface**
Flexibility

Echo delivers an unprecedented level of flexibility for blood bank testing. Echo’s linear sample and reagent racks allow samples and supplies to be loaded at anytime. Urgent samples and busy technologists never need to wait.

More Options.

Linear sample and reagent racks allow:
- Loading and unloading of samples and reagents anytime
- Priority sample handling with STAT functionality
- Removal of sample rack once pipetting has completed
- An LED system with an intuitive user interface that alerts you when sample or reagent lanes are free

Industry-exclusive reflex testing allows customization of secondary testing
- Negative Rh D test result can be reflexed to a Weak D test
- Positive antibody screen can be reflexed to an antibody identification panel

Stat Tests: Priority Tests:
Speed

Echo delivers transfusion labs superior speed combined with exceptional-quality test results.

Work Smarter.

Echo results are reported in record time – fastest automated type and screen on the market today

- Capture® solid phase technology for antibody screening and identification—the most sensitive test method for detecting clinically significant antibodies
- Pre-coated antigens on the test wells at the time of manufacture provide ease-of-use and easy storage
- A flexible loading system for samples and reagents on a small, automated platform
- Real-time test results with visual well image, graded reaction, or final interpretation

With Echo, antibody identification has never been easier. Simply load a Capture® panel strip (3 panels available); all of the panel cells are pre-coated on the microstrip wells.

Every microstrip contains a two dimensional bar code that contains strip identification, lot number, expiration date, and a unique serial number.

Results

Positive Capture Result: Antiglobulin-coated indicator cells bind to antibody-coated wells forming an intact layer of cells on the well surface.

Negative Capture Result: No antibodies bound to wells, indicator cells will migrate to bottom of the well and form a tight button.
Multi-Layered Quality Control

Echo features numerous process controls to keep your mind at ease. This includes continuous interaction with all components including hardware, software, assays and reagents.

Built-in quality control in every microstrip

3-Cell Screen
- Every strip can test 2 samples
- Positive control validates test results; similar to Coombs control cell in traditional tube testing
- ABO
  - Forward & reverse type must match for a valid test result
  - Monoclonal control must be negative
  - 2 Anti-D clones increases the likelihood of detecting variant D antigens

Reagent/Test/Process Controls

Hardware Controls

Software Controls

Quality Control

A new level of multi-layered quality control, makes daily QC easier, and more efficient than ever.

No Room for Errors.

- Continuous interaction with all components including hardware, software, assays and reagents
- Daily WB corQC whole blood controls are pre-manufactured and processed like real samples
- Capture-R Ready-Screen (3) assay includes a built-in IgG-coated test well that acts as a positive control on the fourth test well of every 3-cell screen
- 2D bar codes on every microstrip identify the strip type, lot number, expiration date, and a unique serial number
- Echo software ensures positive identification and traceability throughout the testing process
- All process controls and maintenance activities are documented and reportable at any time
History of Innovation

We are proud to introduce Echo, Immucor’s fully-automated blood bank instrument designed for today’s laboratory. Our Scalable Solutions continue to offer efficiency for any size transfusion service, donor center, or reference lab.

Based on our history of development and input from customers, Immucor developed Echo to provide the following features:

- Broad test menu with high productivity
- STAT priority functionality
- Dynamic workflow and resource handling

Remote diagnostic support.

Help is only a click, or call, away.

Blood Bank 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.

**OUR TECHNOLOGY: Capture®**

- Accuracy
- Ease
- Speed
- Cost Efficiency
- Versatility

**Test Procedure**

**Grading Chart**
To learn more or to set up a consultation with one of our Blood Bank Business Managers, 855.IMMUCOR (855.466.8267) or visit www.immucor.com.

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1.800.565.0653
DBLCustomerService@immucor.com