

## Roche Redefines Global Coagulation Diagnostics

*Why the market leader for in-vitro diagnostics is heralding a new era*

Consistent with Roche's current instrument solutions and driven by its commitment to deliver customer-driven, quality-oriented and cost-effective solutions, the company will enter into a new era of testing solutions for its coagulation customers. Following the discontinuation of the distribution agreement with STAGO<sup>1</sup> and the recent acquisition of Verum Diagnostica<sup>2</sup>, Roche will bring to market a brand-new, innovative hemostasis portfolio including two new system families, platelet function testing and a new holistic reagent offering. Roche's new hemostasis portfolio will combine proven medical and diagnostic expertise with true innovation, ensuring that it can respond to the emerging needs of the central lab coagulation market, providing ease of use, reliability and cost effectiveness to today's hemostasis laboratories.

### Expansion of Roche's hemostasis portfolio

With the acquisition of Verum Diagnostica, a leading company in coagulation diagnostics, Roche has secured Verum Diagnostica's Multiplate® system. Multiplate® allows the rapid and sensitive analysis of platelet function, which helps clinicians to determine which anti-platelet therapy a patient will best respond to after heart attack and stent placement, and to prevent bleeding complications during and after surgical procedures.

By signing a strategic alliance with Technoclone, a reagent specialist in hemostasis and cardiovascular diagnostics, Roche has further enhanced its next-generation total testing solution palette for the central coagulation laboratory by co-developing a comprehensive range of hemostasis reagents dedicated for use on the **cobas t** analyzers.

### Introduction of two new system families

As of 2012, Roche will introduce two novel system families to the global markets that are designed for the specific needs of hemostasis customers. The **cobas t 411** and the **cobas t 611** coagulation analyzers feature innovative sample and reagent management concepts and offer increased operator convenience and productivity. Both analyzers offer cap-piercing as a standard feature, which, combined with the five-position rack-based sample handling system, maximizes throughput. High on-board capacities for reagents and samples and continuous loading (reagents, samples and consumables) result in high walk-away times while reagent use is optimized with a state-of-the-art barcode scanning capability and cooled, tilted reagent racks. Intuitive, stable software maximizes user friendliness and patient safety. The latter is further prioritized through the unique opto-mechanical detection principle and always-available STAT port.

Starting in 2014, these platforms will be joined by a second system family with three groundbreaking

platforms for all customer segments, including the highest throughput customers.

## **Complete portfolio of tests for coagulation disorders**

Along with the introduction of the two new system families, Roche will provide customers with a complete menu of coagulation assays. The **cobas t 411** and the **cobas t 611** coagulation analyzers will be provided with a comprehensive range of hemostasis assays to meet the needs of the majority of today's laboratories. All routine parameters will be offered along with a complete thrombophilia portfolio and Anti-Xa testing capabilities. The thrombophilia portfolio includes the well-established Tina-Quant D-Dimer assay from Roche, which is designed for exclusion of both DVT and PE in conjunction with a pre-test probability score. Anti-Xa methods will include capabilities for both Low Molecular Weight and Unfractionated Heparin monitoring. Roche has plans in place to develop its coagulation portfolio over the next two by five years, during which additional parameters will be added along with novel markers for hemostasis disorders.

Concurrent with Roche's global presence and commitment to offering total testing solutions, its new product portfolio will be available globally. Roche's drive to provide superior testing efficiency and medical value, combined with its broad array of technologies, will allow it to further strengthen its diagnostic leadership position and deliver the best outcomes for customers and patients worldwide.

*All trademarks used or mentioned in this backgrounder are protected by law.*

## **Sources**

- 1) See Roche's press release *Roche Redefines Global Coagulation Diagnostics* from October 4, 2011, <http://www.cobas.com/News/Pages/GlobalCoagulationDiagnostics.aspx>
- 2) See Roche's press release *Roche acquires Verum Diagnostica GmbH to strengthen portfolio in coagulation diagnostics* from December 2, 2011, <http://www.cobas.com/News/Pages/RocheacquiresVerumDiagnosticaGmbH.aspx>