

Brilliant Performance. Clear Results.

Seeing beyond limits



ECHO
LUMENA™



Maximum performance From the inside out

Increase efficiency, accuracy and flexibility with the redesigned Echo Lumena, our high performing, fully automated blood bank system. You can depend on us. With over 1,500 Echo installations globally, we're ready to launch Immucor's 5th generation fully automated platform.



45" width

26" height

A Fluidics Module

- Add system fluid or remove waste anytime during operation

B 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

C Microstrip Loading Bay

- Accommodates 32 strips
- LED user interface for continuous loading
- All strips feature 2D bar codes for traceable resource management

D Intuitive User Interface

- Touchscreen 17" monitor
- Color imaging

E Automated Processing

- Forced-air incubator reduces TAT
- Continuous flow washer
- Self-balancing centrifuge
- New Image analysis reader provides superior real time test well results



Maximum performance Maximum efficiency

Quality you can trust

You can rely on the quality and efficiency of Echo Lumena.

- Customer changeable parts
- New scientific grade reader module with improved image analysis

The speed you need

Get results in record time - Echo Lumena is the fastest, fully automated type and screen on the market today.

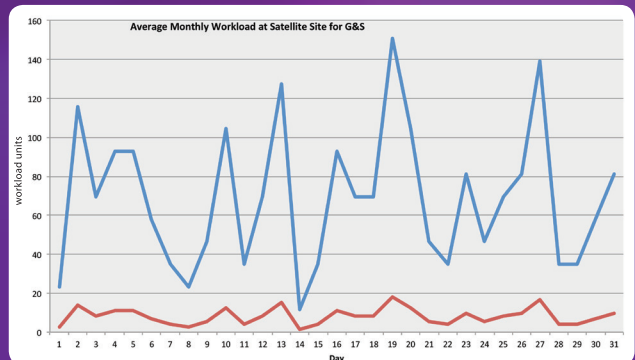
- Immediate
- Individual results
- Capture® technology
- Faster TAT
- STAT functionality

Cost efficient

Reduce hands-on time with a fully automated menu.

- Pre-coated Capture plates for antibody screening and identification
- Automated, centralized testing process
- Connectivity of Immucor automation through ImmuLINK validation tool

- Workload Pre-Automation/ ImmuLink
- Workload Post-Automation/ ImmuLink

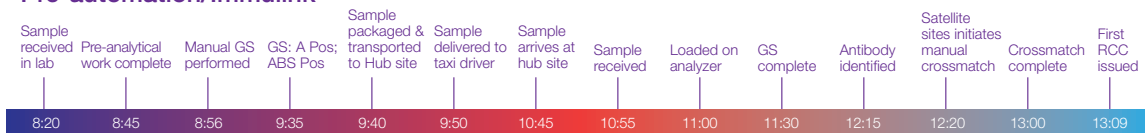


TIME COMPARISON OF PRE-AUTOMATION/IMMULINK AND POST-AUTOMATION/IMMULINK*

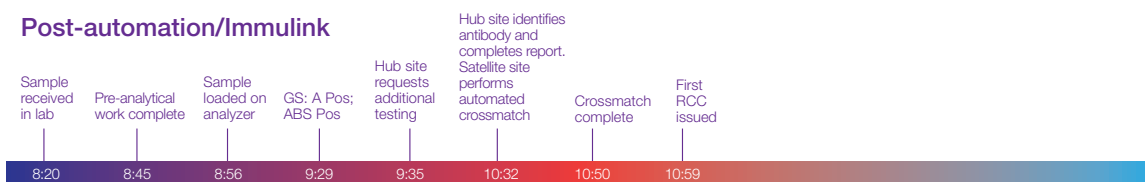
Patient

- 80 years old
- Canadian customer
- Admitted to the ER for anemia due to possible chronic GI bleed

Pre-automation/ImmulinK



Post-automation/ImmulinK



* Creating A Virtual Transfusion Lab, Sandra Fazari, Susanne McIntee, Jelena Lucas
Transfusion Medicine Service, Hamilton Regional Laboratory Medicine Program, Hamilton Ontario

Maximum performance
Maximum **accuracy**

Patient safety

Increase the number of fully interpreted results to improve patient safety.

- Updated reader module
- Improved interpretation algorithms
- Increased stability and security of software

> 99%

Specificity for antibody screen using Capture technology*

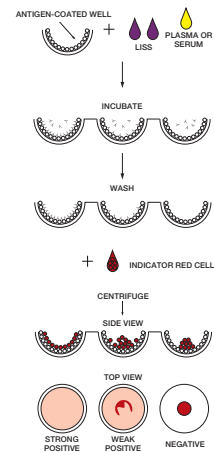


Sensitivity to IgG antibodies

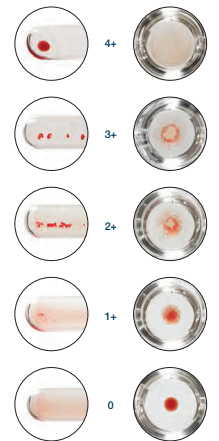
Our 30 years of experience has led us to create a best-in-class technology for antibody identification - Capture Technology

- 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
- Real-time test results with visual well image, graded reaction, or final interpretation
- 3 different antibody identification panels of 14 unique donors

Test Procedures



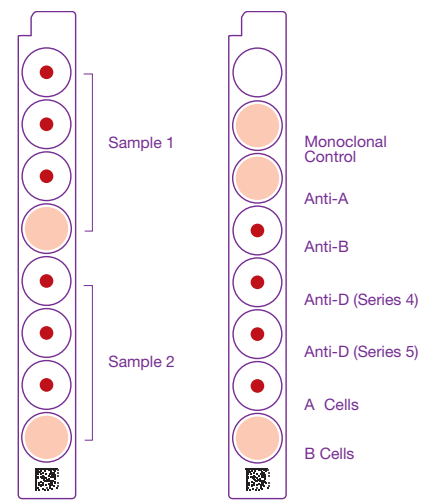
Grading Chart



Keep quality in check

Our many quality control processes are designed to give you peace of mind.

- Continuous interaction with all components including hardware, software, assays and reagents
- 2D code identification & strip traceability
- Process control & maintenance activities are documented and reportable at any time
- Reagent quality controls traceable and configurable
- Software ensures positive identification and traceability throughout the testing process



2D barcode identifies strip type, lot number

* Data obtained during external field study at Florida Hospital, Orlando FL, USA

Maximum performance Maximum flexibility

Intuitive

Experience Echo Lumena's easy-to-use and user friendly interface.

- Status alerts
- Improved user experience
- Run tests in 3 easy steps
- Touchscreen 17" monitor

Adaptive

Echo Lumena is readily accessible and flexible to your lab workflow.

- Loading STAT samples at all times
- Continuous access
- Reflex testing and customization

Compatibility

No matter how big or small your lab is Echo Lumena has flexible workflow solutions to adapt to your labs needs.

- Loading and unloading of samples & reagents any time
- Priority sample handling with STAT functionality
- Easy integration into lab work flow

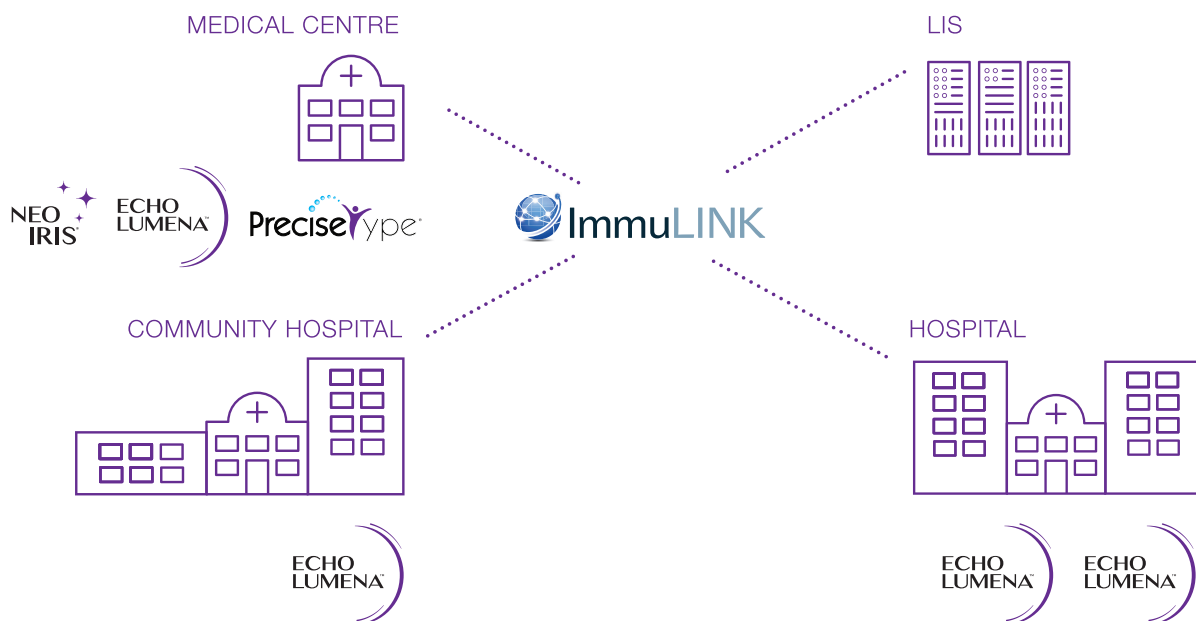
Echo Lumena's broad test menu allows blood banks to automate more of their workload and provides better cost justification for an automated platform:

- | | |
|----------------------------|--|
| ■ ABO/Rh D Type | ■ Antibody |
| ■ Donor Confirmation | Identification (primary panel, D-Pos panel, and a D-neg panel) |
| ■ ABO Retype | |
| ■ Weak D | ■ IgG DAT |
| ■ Phenotype | ■ IgG Crossmatch (3-cell) |
| ■ Antibody Screen (3-cell) | |

Maximum performance Maximum support

Integration made easy. Echo Lumena is already integrated into the existing Immucor complete solutions offering, combined with supporting software, ImmuLINK® & blud_directSM.

Data Management



Remote Diagnostics

blud_direct

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.

IMMUCOR

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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