



Distributor success story:

How IG Biosystems makes their customer labs successful with Fast Track Diagnostics qPCR kits and FastFinder interpretation software

What you'll learn:

1. Help labs save time from sample to result
2. Take human error out of data processing and result interpretation
3. Hosted software allows easy deployment and centralized data access

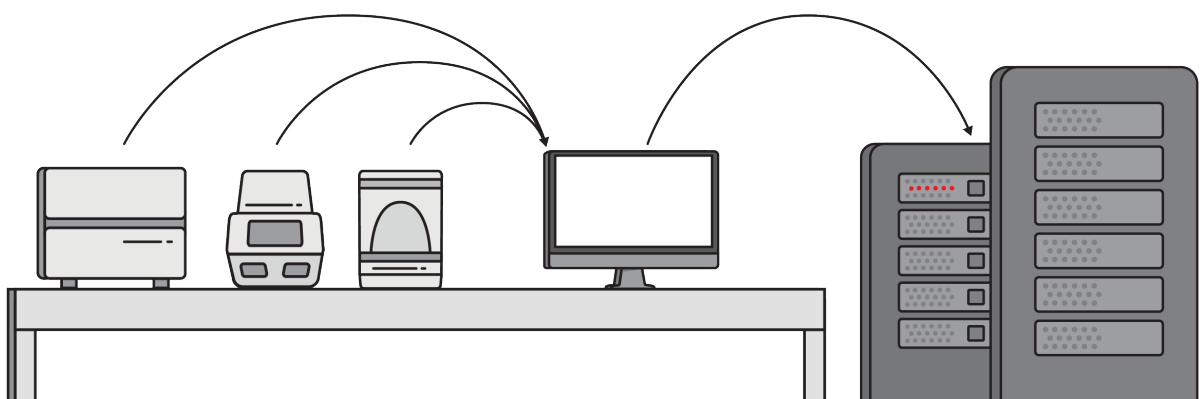


FastFinder is truly what our customers have been waiting for. No more paper, no human errors, no more manual writing of results.

Youssef Shkoor, Product Specialist at IGB

UgenTec

Fast Track 
DIAGNOSTICS
A Siemens Healthineers Company



Q: Why do you distribute Fast Track Diagnostics kits together with FastFinder?

At IGB, we distribute Fast Track Diagnostics kits with FastFinder because we know how challenging it can be to interpret multiplex PCR assays. With FastFinder, our end-users get to their overall results in just 4 clicks.

The hands-on time is reduced drastically, and this allows us to simplify the pricing discussion on kits significantly - end users very clearly appreciate the importance of the time-saving component of the *kit + software* offering. With FastFinder in the picture, they now have more time to look at other Fast Track Diagnostics kits and validate them.

Q: How do you distribute FastFinder?

We present the software to all of our existing customers - they're always interested to see new things and it provides us a great way to truly improve their current workflow.

For new customers, it's even better. The software really gives them that competitive edge, even when compared to some of the huge vendors. It also offers us an established beachhead into the lab, meaning that we can easily upsell and gradually work our way into the laboratory as a key provider.

For instance, they might start with one Fast Track Diagnostics kit, but because the software offers such an intuitive way to get to results fast, they quickly grow a more conscious awareness of the cost of manual labor that goes into prepping the runs, performing interpretation, and sending out the report.

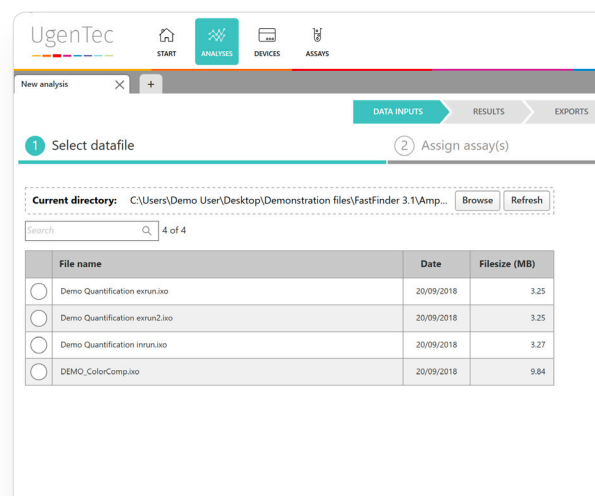
In addition to that, they realize the risk that comes with the lack of standardisation with lab-developed tests: FastFinder takes away the fact that interpretation can vary with the lab operator's level of training and experience and prepares the lab for workforce turnaround.

Q: How do you get labs enthusiastic about hosted software?

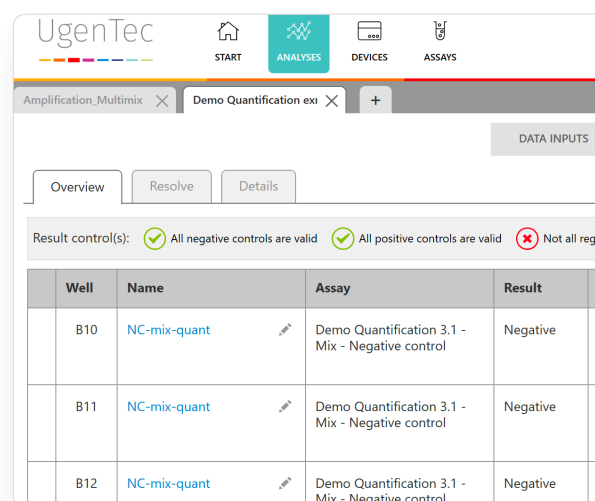
It's a major trend for labs and hospitals to embrace software solutions that rely on a hosted architecture: the lab has access to analysis and interpretation from all its locales and workstations, FastFinder is easy to deploy and keep up to date, and lab technicians & molecular biologists have standardized, centralized access to all their data. UgenTec's hosted approach takes away the maintenance burden from the lab or hospital IT team and adds the benefit of enterprise-grade security.

Great features for any workflow

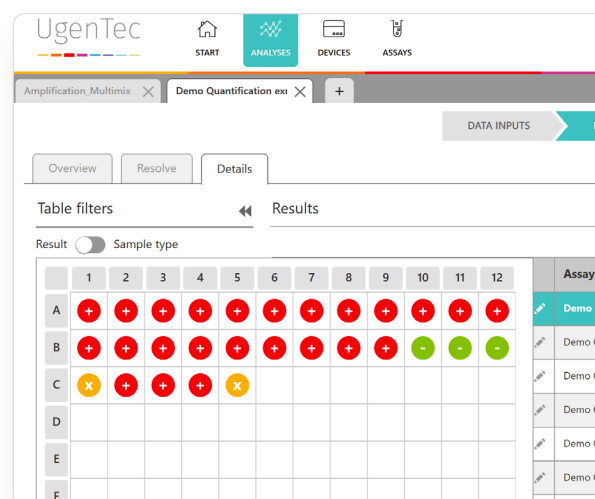
FastFinder automatically picks up qPCR files



Controls & results are auto-checked



Immediate overview of overall results



How does it work?



Pick up a raw data file coming from the qPCR device



FastFinder associates the right assay(s)



FastFinder's artificial intelligent algorithms accurately detect amplification



FastFinder checks controls, links channels to results & provides an overall result



You get an immediate overview of the end-results, including Ct & channel results



Result is put into LIMS via standard integrations (HL7, ASTM, XML...)

Some labs and hospitals have concerns with implementing cloud-based software. Oftentimes, they perceive regulatory, legal or compliance challenges, or simply have questions on availability, data confidentiality and security, and ownership of their data. For this reason, it's great to collaborate with the UgenTec to help by provide with the necessary information and documentation to address these concerns which quickly solve these issues.

UgenTec is great at navigating the complex landscape. For example, they worked with their partner Microsoft Azure to explain the difference between large commercial cloud software such as Facebook and UgenTec's dedicated hosted solution.



With virtually no hands-on time, simplified standardised results and a clear and concise overview that's automatically transferred to the LIMS, FastFinder is truly what our customers have been waiting for. No more paper, no human errors, no more manual writing of results, ... This really saves our customers loads of valuable time.



Yousef Shkoor

Product Specialist at Inter Gulf Biosystems

Hosted across the globe on



Microsoft Azure

Certified quality management system



Find more info or book a demonstration at www.ugentec.com



Integrated Gulf Biosystems (IGB) is a partner of choice for Life Science and Clinical genomic solutions in the Middle East (Kingdom of Saudi Arabia, United Arab Emirates, Qatar, Bahrain and Libya). To provide molecular and genomic solutions for inherited and infectious disease diagnostics they feature validated clinical solutions from Fast track Diagnostics, Premaitha Health, DNA Genotek, BAG Healthcare and Elucigene Diagnostic.

Fast Track >> DIAGNOSTICS

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Fast Track Diagnostics is specialized in the design, development and manufacturing of infectious disease detection kits.

Their human line kits identify a wide range of viruses, bacteria, fungi and parasites. By detecting up to four pathogens in one tube, and up to thirty three in a single patient sample, each assay ensures labs provide clinicians with the detailed data - the true positives and true negatives - they need to make quicker and better informed decisions.

UgenTec

FastFinder is a platform that uses AI to intelligently analyse qPCR data. Trained on 100s of assays and over a billion data points, it can take any assay on any device and automate the interpretation.

It allows MDx companies to standardise the way their assay is used in the field, making the interpretation operator-independent and reducing time to result, while unifying support efforts in a device-agnostic online platform.