
Sympóziu laboratórnej diagnostiky

Introduction

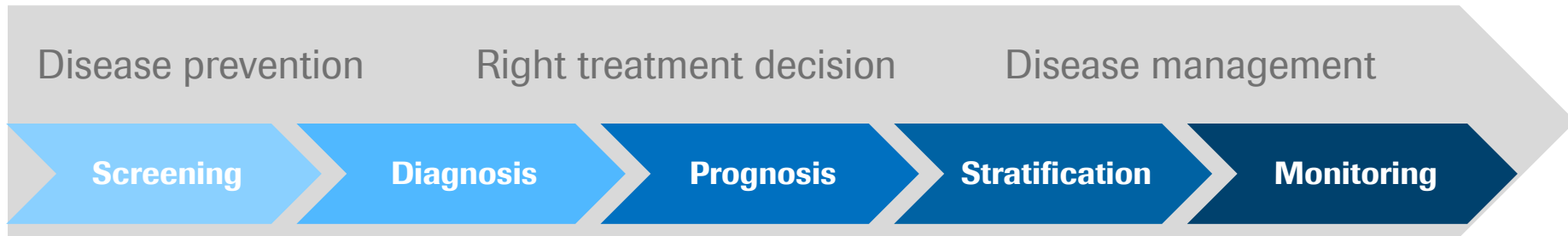
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September 10- 11, 2015 in Víglaš



The value of in vitro diagnostics

Improving health, influencing smart spending



Information

- Keeping people healthy
- Getting the right treatment
- Stopping a patient from getting worse
- Chronic disease management
- Increasing efficacy of treatment
- Eliminating trial and error
- Reducing hospitalization
- Avoiding work productivity loss

Improving people's health

**Influencing smart healthcare spending
& saving healthcare costs**

The value of in vitro diagnostics

The silent champion of healthcare

IVD accounts for
~2%
of worldwide healthcare spending



IVD influences
>60%
of clinical decision-making

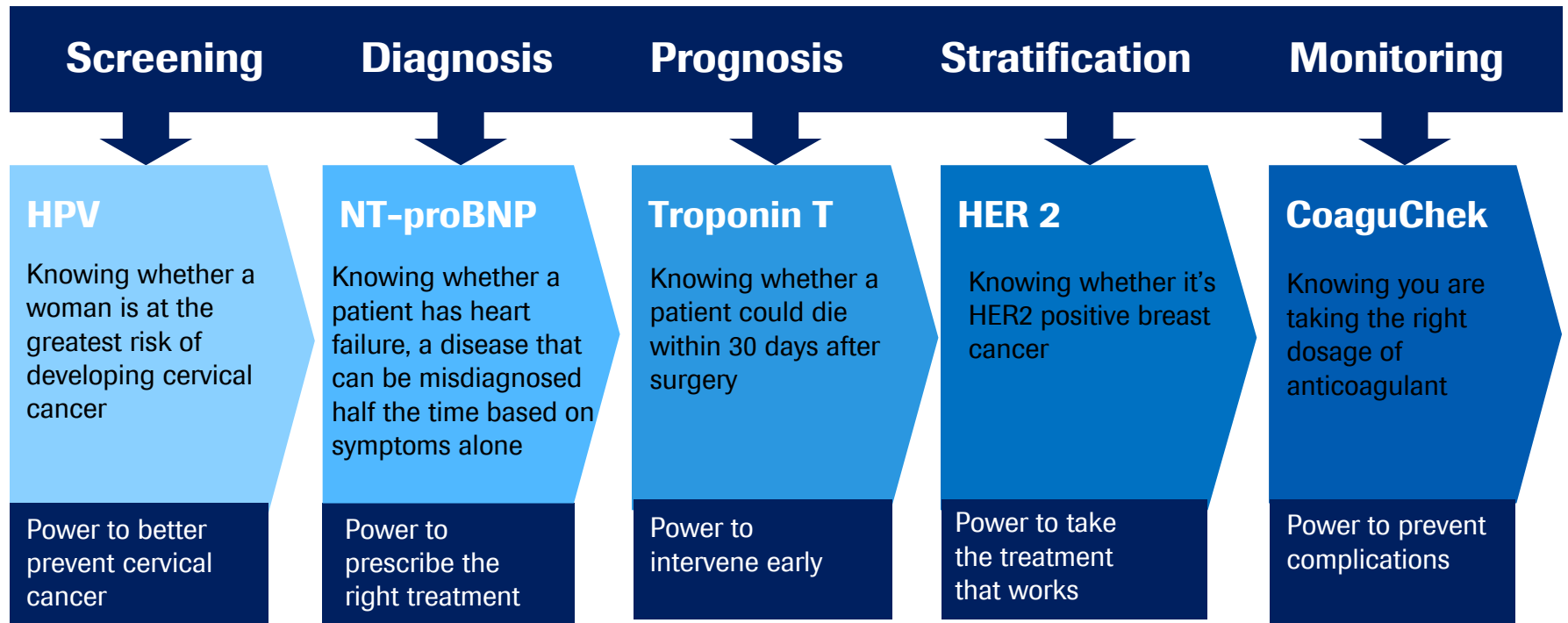


Sources:

- Roche Diagnostics, Medical and Scientific Affairs (MSA); EAC / based on 2013 EAC interviews with cardiologists and oncologists in Germany and the US (N=40)
- European Diagnostic Manufacturers Association (EDMA), 2009; based on: The Lewin Group, commissioned by Advamed, "The Value of Diagnostics", 2005

Roche Diagnostics

The power of knowing for better patient care



Improving people and patients' lives and making healthcare sustainable

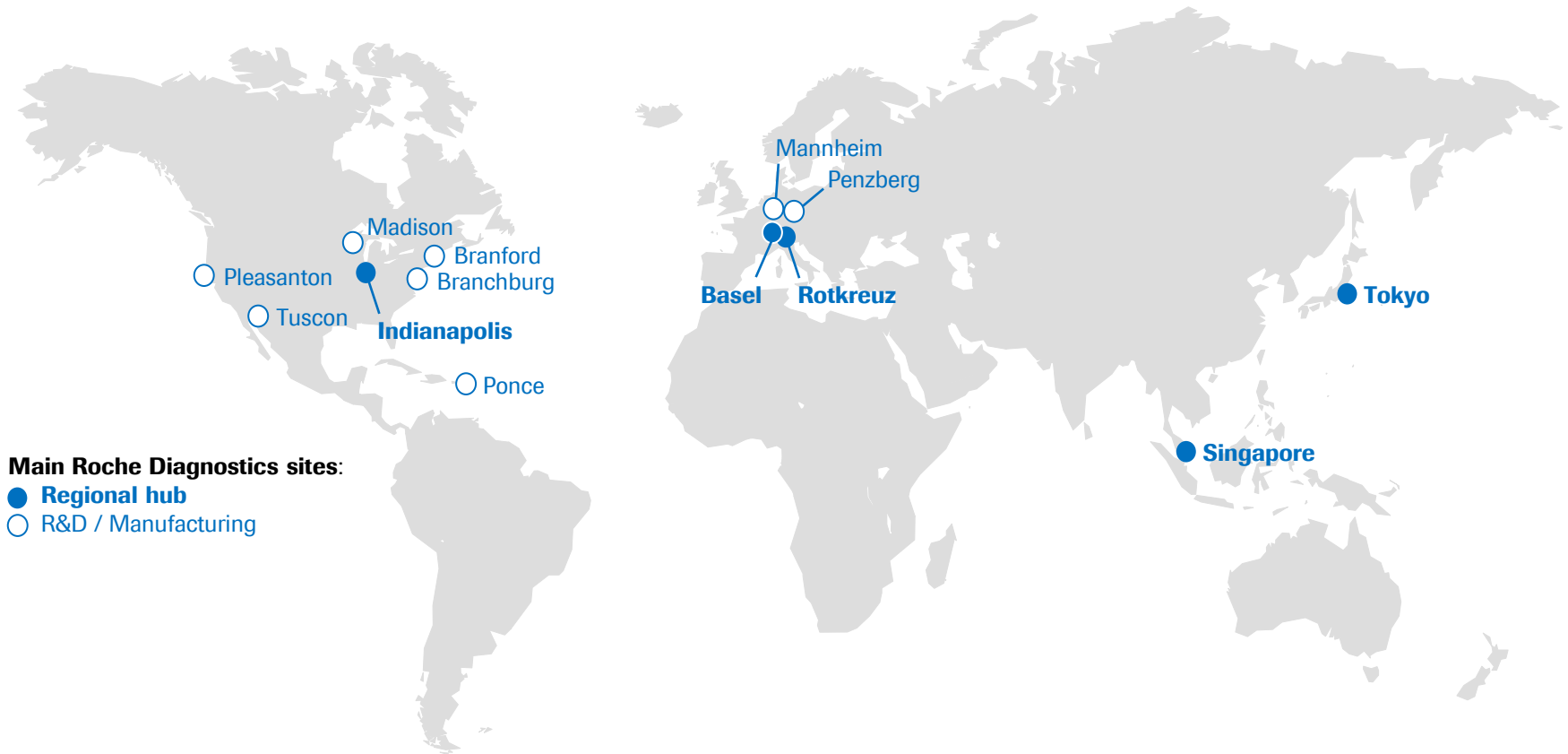
Roche Diagnostics - Organization

Business Areas/Units, Global Functions

| | | | |
|---|--|--|---|
| <p>Professional Diagnostics Business Area</p> | <p>Molecular Diagnostics Business Area</p> | <p>Tissue Diagnostics Business Area</p> | <p>Diabetes Care Business Unit</p> |
|  |  |  |  |
| <p>Serum work area, Point-of-care testing, Specialty testing, Lab IT and Workflow Mgmt., Custom Biotech</p> | <p>Real-time PCR, Virology, Blood screening, Genomics/Oncology, Microbiology, Biochemical reagents</p> | <p>Primary staining, Advanced staining, Workflow Mgmt., Digital pathology</p> | <p>Blood glucose monitoring, Insulin delivery, Diabetes workflow management</p> |
| <p>Sequencing Unit</p> | | <p>Sequencing solutions for clinical and life science segments</p> | |
| <p>Global Operations Global Function</p> | | <p>Business Development Global Function</p> | |
| <p>Global Quality and Regulatory Affairs Global Function</p> | | <p>Global DIA Sites & Services Global Function</p> | |
| <p>Global Platforms and Support Global Function</p> | | <p>Global DIA Finance Group Function</p> | |

Roche Diagnostics – Facts & Figures

Main Diagnostics sites (2014)



Roche Diagnostics – Facts & Figures

Distribution / product flow - quality view

Mannheim / Warehouse



Pick & Pack products – monitored by temperature loggers



Departure Truck from MA



SK HUB (INTES Poprad)



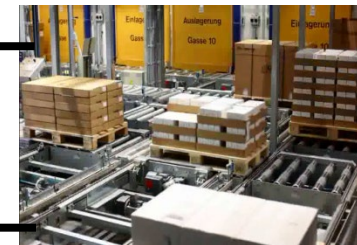
Receipt of goods

Special packing labels :
„this way up“ /
„breakable goods“ /
„dangerous goods“



Special storage locations:
Ambient products /
cooled products /
frozen products

Pick & Pack products for local distribution



Transfer of Shipments to an end-customer



Temperature monitoring in trucks

Laboratory



Doing now what patients need next