



## Rapid testing

# Enabling rapid testing Samco Exact Volume Transfer Pipettes

### Client

A leading diagnostic healthcare manufacturer

### Background

The client manufactures rapid test kits used for accurate detection and diagnosis of influenza (flu) and other life-threatening illnesses, such as autoimmune diseases, hospital-acquired infections, and respiratory illnesses. With the ability to make swift and precise diagnoses, rapid test kits allow patients to be treated quickly and recover faster. As part of the testing process, an exact volume pipette is required for the transfer of a patient sample into their diagnostic test kit. The client asked Thermo Fisher Scientific to provide multiple sizes and types of exact volume transfer pipettes for use with their diagnostic kits during a severe flu season.

### Challenges

Influenza viruses are responsible for hundreds of thousands of hospitalizations and deaths, worldwide, each year. To enable estimation of the number of flu cases in a population, it is critical that test kits always be in stock. With the flu season on the horizon, the client faced keeping up with the extremely high demand for test kits. The client needed to partner with a supplier that has a robust and efficient manufacturing process in order to

scale up and meet higher seasonal demand for the exact volume transfer pipettes. The client turned to Thermo Fisher and asked if our team could improve lead times on exact volume transfer pipette production to meet the demand of the increased run rate for their diagnostic test kits.

### Capabilities

- Dedicated and integrated team, including representatives from R&D, quality control, manufacturing, and business development to work closely with the client from initial design and development through quality and regulatory support
- Expanded manufacturing capacity, enabling Thermo Fisher to meet the increased demand of our clients
- Large assortment of reliable standard and custom exact volume transfer pipettes, designed to meet any small-volume liquid transfer requirements
- Wealth of technical knowledge in developing custom molds and comprehensive manufacturing processes to keep up with large demand
- Certified ISO 13485 facility with rigorous standards of product testing, process controls, and adherence to comprehensive SOPs

## Partnership

An open dialog cultivated a trusting partnership and enabled Thermo Fisher to fully understand the client's technical and business requirements. Whether the opportunity is large or small, Thermo Fisher caters to the client's wide-ranging needs, quickly and reliably providing high-quality transfer pipettes for any volume.

## Results

- The client chose to work with Thermo Fisher for production of exact volume transfer pipettes because we had the robust manufacturing capabilities and flexibility to support the high demand during the flu season. Our development team partnered with the client to fully understand their requirements so that we could help them choose the transfer pipette that would best fit their needs.
- Thermo Scientific™ Samco™ Exact Volume Transfer Pipettes were found to perform best to address the client's liquid transfer needs. They are designed for precise dispensing of specific liquid volumes with minimal effort by the user—an ideal feature to meet the needs of busy clinical laboratories. Additionally, Samco transfer pipettes are made of shatterproof, nontoxic polyethylene to preserve the integrity of assays.
- To meet heightened demand during the flu season, our manufacturing process was equipped for increased output by adding more molds and production shifts. We also had the capability to streamline shipping, which significantly improved lead times for the pipettes.
- Thermo Fisher provided documentation for the supply chain, manufacturing, process verification, and validation. Production was done according to certified ISO 13485 guidelines, with complete traceability and process controls.

## Summary

The Thermo Fisher Scientific Original Equipment Manufacturer (OEM) team established a collaborative partnership with our client, providing transfer pipettes to meet their product demand within strict time constraints. By ramping up the production of exact volume transfer pipettes, we enabled our client to serve the global market for flu testing and accurate diagnosis.

## About Thermo Fisher Scientific OEM and Commercial Supply

The breadth of our product portfolio affords our partners a range of options for tailored technologies to help shorten their development timelines and maximize return on investment. Our dedicated commercial supply cross-functional team understands the unique nature of OEM requirements to make the partnership process a smooth one.

Our best-in-class manufacturing processes, expanded manufacturing capacity, certified cleanroom facilities, integrated quality management system, and extensive R&D experience enable us to produce high-quality products and develop innovative workflow solutions for partners in life science research, diagnostics manufacturing, and industrial markets.

A solid worldwide infrastructure helps ensure on-time delivery, long-term sustainability, and superior service and support. Our team works with you every step of the way.



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