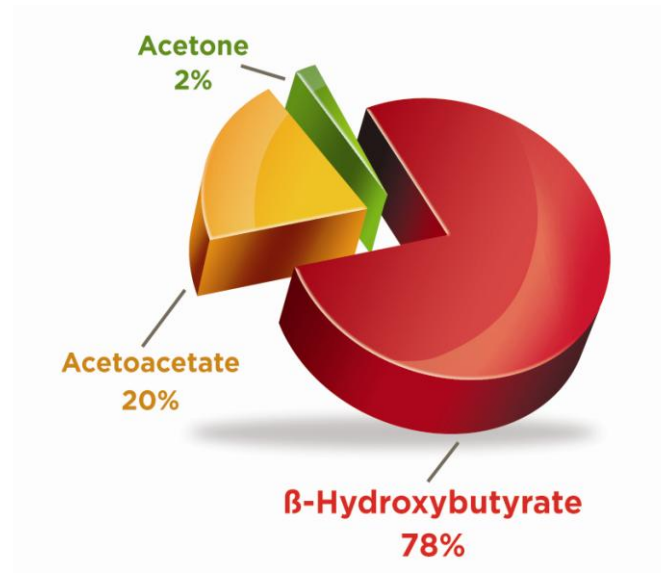


The β -Hydroxybutyrate Story: Value, Efficacy and Efficiency Driving Acceptance and Demand



β -Hydroxybutyrate LiquiColor[®]

A quantifiably better way to test for diabetic ketoacidosis (DKA)



β -Hydroxybutyrate tests for the predominant ketone body

β -Hydroxybutyrate LiquiColor®

- Linear to 4.5 mmol/L
- Quantitative results promote faster DX
- Faster patient treatment – helps improve ER efficiency

“ β -Hydroxybutyrate provides a quantitative result our physicians appreciate when they’re testing for ketosis.”

Manager, Chemistry & Immunopathology
Large upper Midwest health system



β -Hydroxybutyrate: Value

- Testing with β -Hydroxybutyrate is fast. Saves time compared to the labor-intensive nitroprusside test
- Quantifiable results improve DX confidence which helps improve ER throughput



β -Hydroxybutyrate: Value

“ β -Hydroxybutyrate on our analyzer takes less than 30 seconds of tech time.”

Paul Guthrie, MT (ASCP)
Laboratory Manager, Bronson Methodist Hospital



β -Hydroxybutyrate: Value

**“Every avoidable admission costs us more than \$6,200
in operating expenses per adjusted discharge.
I’ll support any test that can help us make faster
and more accurate patient care assessments
– especially in our ER.”**

Hospital Chief Executive Officer
Texas-based healthcare system



β -Hydroxybutyrate: Efficacy

Know for sure if it's DKA with quantifiable results:

- Linearity up 4.5 mmol/L
- Promotes earlier detection of clinically significant ketosis



β -Hydroxybutyrate: Efficacy



“It’s the right thing to do for our patients.”

Dr. Lowell L. Tilzer M.D. - Professor and Chairman
Department of Pathology and Laboratory Medicine
Kansas University Medical Center



β -Hydroxybutyrate: Efficacy

**“The backorder left us without an option for ketone testing.
The β -Hydroxybutyrate reagent is a great solution for us
to keep caring for patients.”**

Mary Ann Teuscher - Lab Coordinator
IU Tipton Hospital, Tipton, Indiana



β -Hydroxybutyrate: Efficiency

“Validating β -Hydroxybutyrate took only two days including writing the procedure. No problems at all.”

John Daniels - Laboratory Manager
Skyline Medical Center, Nashville, Tennessee



β -Hydroxybutyrate: Acceptance and demand

**13 of the top 25 diabetes and endocrinology hospitals*
are now using β -Hydroxybutyrate.**

* From U.S. News & World Reports 2011 list



β-Hydroxybutyrate: Applications

Applications for 20 analyzers including:

Abbott

Architect®

Beckman Coulter

DX® / CX® / LX®

Ortho Vitros®

5.1 / 5600

Roche

Cobas® 6000 / C501

Integra® 800 / Modular P

Siemens

Dimension® EXL / Dimension® RXL

Advia® 1650 / Vista® 1500



β -Hydroxybutyrate: Summary

- Quantitative results promote faster ketosis DX and faster patient treatment – helps improve ER efficiency
- Easy set up and validation
- Automated analyzer test takes only seconds to run
- Results captured in LIS



**Get β etter numbers with
 β -Hydroxybutyrate LiquiColor[®]
enzymatic reagent**

Contact your distributor representative today

Visit our β -Hydroxybutyrate web portal at:

www.stanbio.com/bhb

