



Cost-Saving Opportunity for Pharmaceutical Companies

	Cost Structure
Current Effort to complete a Phase of Clinical Immunogenicity Testing	30 EEs 20 Days + Development of Multiple Single Tests +Test Consumable Costs
SQI Automated Ig_PLEX	2 EEs 5 Days +Test Consumable Costs
Savings to Laboratory Using SQI Ig_PLEX compared to current	590 man-days ~\$170,000

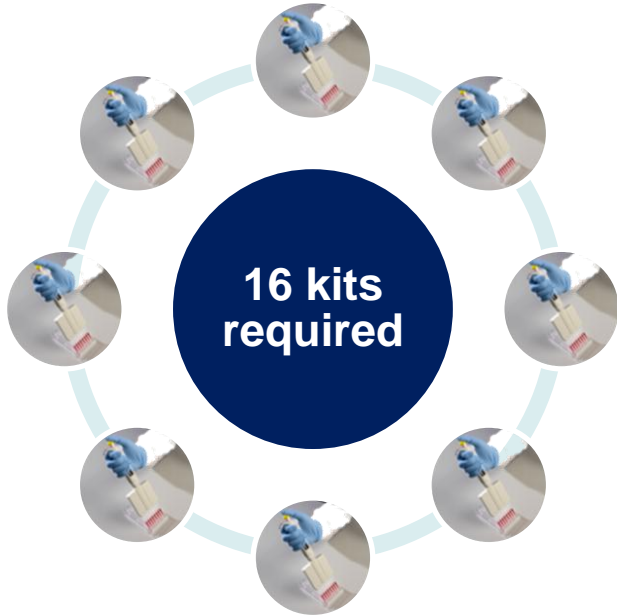
This examples is illustrative and represent management’s opinions but were developed based on discussions with target customers and rely on a number of assumptions.





How Are Costs Reduced?

Current Method – (8 single-PLEX)



32 Minutes / Patient Sample

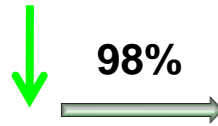
Per Patient Kit Costs	\$42.00
Tech Labor	32.00

SQI ---- Ig_PLEX (8 PLEX)



.5 Minutes / Patient Sample

Per Patient Kit Costs	\$40.00
Tech Labor	0.50



Total: \$74.00 **~\$33.50 cost reduction** **Total: \$40.50**