



Accelerate adoption of your assay

Instrument partnership options can boost your success

Are you planning to bring your clinical assay to market on an existing commercial instrument platform? By developing and commercializing a new assay on our instruments, you'll gain access to the global installed base of instruments from Thermo Fisher Scientific, as well as options to place our instruments in the laboratories of your customers. We offer various ways to include our instrument in your commercial offering, including the ability to place it in a reagent rental program or to private-label the instrument.

Why partner on instrumentation?

- Distributed testing model enables global expansion and greater market adoption of your assay
- Ability to become a solution provider
- Faster time to market and reduced development cost and timeline
- Reduced support costs

Why Thermo Fisher Scientific?

- Validation of your assay on our global installed base of instruments
- Multiple IVD instruments on the market
- Our global services and support are available to your end users
- Worldwide distribution network

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Partnership options

We offer a range of partnership models in order to transfer commercial rights to you. Here are some examples of our most common agreement types.

Agreement type	Description
Standard partnership	Transfer of commercial rights for the purpose of: <ul style="list-style-type: none">• Placing an instrument from Thermo Fisher Scientific with your assay as a reagent rental• Selling your assay to our installed base of instruments• Reselling an instrument from Thermo Fisher Scientific in combination with assay (upon Thermo Fisher Scientific approval)
Collaboration	Codevelopment, which creates new products with global reach
Private-label partnership	Instrument with your logo and brand, manufactured by Thermo Fisher Scientific

Your assay can leverage our available platforms for PCR, qPCR, capillary electrophoresis (CE), microarray, and next-generation sequencing (NGS). We can assist you in selecting the most suitable instrument for your assay.

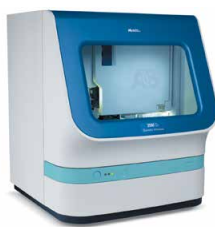
Endpoint PCR



qPCR



CE



Microarray



NGS



Contact us at MDxOEM@thermofisher.com to determine which partnership option and instrument is best suited for your strategy and target markets.

Find out more at thermofisher.com/mdxoe

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