

# Case study

## Enabling rapid testing of flu viruses

### Thermo Scientific™ Samco™ Exact Volume Transfer Pipettes

#### Company

A leading diagnostic healthcare manufacturer

#### Background

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

#### Challenges

Influenza viruses are responsible for countless hospitalizations and deaths each year. To reduce the number of flu cases, it is critical for test kits to always be in stock. With flu season on the horizon, the client faced keeping up with the extremely high demand for test kits. They needed a robust and efficient manufacturing process, which led them to Thermo Fisher Scientific. The client asked if our team could improve lead times for kit production and meet the demand of the increased run rate.

#### Capabilities

- Dedicated and integrated team, including representatives from R&D, quality control, manufacturing and business development to work closely with client from initial design and development through quality and regulatory support



- A large assortment of reliable standard and custom exact volume transfer pipettes, designed to meet any small liquid transfer requirements
- Wealth of technical expertise in developing custom molds and comprehensive manufacturing processes to keep up with large quantities of demand
- Certified ISO 13485 facility with rigorous standards of product testing, process controls, and adherence to comprehensive SOPs

#### Partnership

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

## Results

- The client chose to work with Thermo Fisher Scientific for production of exact volume transfer pipettes because we had the robust manufacturing capabilities and flexibility to support the high volume of demand during the flu season. Our development team partnered with the client to fully understand the requirements to help choose the transfer pipette that would fit best.
- The Thermo Scientific™ Samco™ Exact Volume Transfer Pipettes were found to have the best performance 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 flu season, our manufacturing process was equipped for increased output using additional molds and production shifts. We also had the capability to streamline shipping, which significantly improved lead times for diagnostic kit production.
- Thermo Fisher provided documentation for supply chain, manufacturing, process verification, and validation. The production ran according to Certified ISO 13485 guidelines with complete traceability and process controls.

## Summary

The Thermo Fisher Scientific OEM team established an collaborative partnership with our client, providing transfer pipettes to meet their product demands within strict time constraints. By ramping up production, we enabled our client to rapidly manufacture diagnostic test kits, required to serve the global market for flu testing and accurate diagnoses.



## About Thermo Fisher Scientific OEM and Commercial Supply

The breadth of our product portfolio affords our partners a range of options in selecting tailored technologies to help shorten their development timelines and maximize return on investment. And 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, 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, diagnostic 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.

Find out more at [thermofisher.com/oempld](https://thermofisher.com/oempld)

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