

Pathology news

IBMS Congress Special – September 2017

Specialist Services Sorted!

It is great to attend the IBMS Congress again this year, where we look forward to meeting many of the users of our referred in testing services. Since 2003 our approach has been to take forward new developments in the clinical laboratory that can make a real difference to patient care. We then introduce relevant services that others can make use off. Clearly this has been a successful approach and we now work for around five-hundred health care providers, including nearly every NHS Trust in the United Kingdom.

Key to what we do is focussing on being an 'extension of your laboratory'. Our aim is to offer our users a 'service' rather than just a 'result'. So, if we are privileged enough to receive your work we expect you to demand not only timely services at the right price, but also the added value of consultant support and test development. This is seen from areas as diverse as our approach to modern toxicology, where we have pioneered routine services for the many new drugs being misused in society, through to new tests for pharmacogenomics. We have stepped up to the challenge of metal-on-metal hip monitoring in our Trace Elements service. For tests such as faecal elastase and faecal calprotectin we offer levels of service that only a high throughput laboratory can attain.

Pricing is very important in all Pathology environments. We are the only referral service prepared to publish our prices in the United Kingdom. There is always someone around the corner who will offer to undercut on price, but overall our prices are seen as excellent value for the services we provide.



Brenda Blundell getting ready to do her daily run of the serology blood spots.

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Serology Blood Spots Down in Price

One area that we are very excited about is our blood spot testing service. Our in-house testing device offers significant advantages over commercial products with its enclosed drying meaning samples do not have to be left lying around.

The growth in the serology blood spot testing service has been remarkable. From September 2017, due to economy of scale, we are able to reduce the price from £35 to £25 including provision of a test pack and reply paid service. See article on page 2 for full details.

The Institute of Biomedical Science
IBMS CONGRESS 2017
24-27 SEPT - BIRMINGHAM, UK

Come and meet us on Stand R15