



Abbott

# MOBILMED

## OUTPERFORMING THE HEALTHCARE INDUSTRY IN RUSSIA

### OVERVIEW

- Rapidly growing commercial lab in Moscow, Russia
- Founded in 2015
- Four associated check-up clinics seeing around 3,000 patients per day
- Actively increasing its retail and corporate customer base
- Focus on superior service quality

### LABORATORY GOALS

- Fully automate the sample flow starting from preanalytics at blood collection points - to optimize sample delivery peaks, reduce TAT and make the process more transparent.
- Space optimization - stay in the same historic city center building
- Increase employee productivity (tests/FTE) with the same number of full time staff
- Capacity to grow

### SUCCESS FACTORS

- Support from a strategic partner with expertise in laboratory workflows and automation has enabled the creation of a convenient and efficient workflow
- Compact fully automated solution achieved within the same historic building with the same number of full staff
- Addition of new tests: hsTnI, PCT, HbA1c, EBV panel, COVID antibody testing

“We are happy to have chosen Abbott. With Abbott solution we were able to grow our volumes throughout the year by almost 20% without any stress for our staff. We are sure we can grow further for the next 5 years in our current location and gain new contracts with our partners, providing them with high quality and fast TAT. Beautiful, best-fit, very high tech” – Dr Snezhana Stolyarova, CEO

# ABBOTT SOLUTION AUTOMATES MOST MANUAL PROCESSES MAXIMISING TOTAL VALUE OF OWNERSHIP

## IMPROVING STAFF UTILIZATION



**50%** MORE WORK PROCESSED WITH THE SAME NUMBER OF FTES



**43%** OF ALL MAINTENANCE ACTIVITY IS DONE PROACTIVELY RESULTING IN LESS DOWNTIME

“The solution was implemented without stopping the lab for a single day.” — Natalia Luchnikova, Lab Director

## ENHANCED OPERATIONAL EFFICIENCY

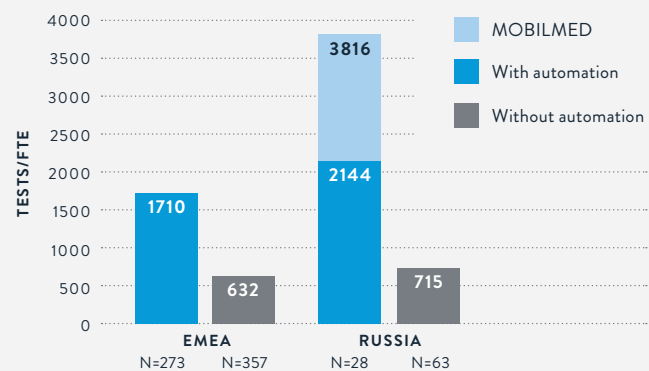
**50%** INCREASE IN TOTAL VOLUME OF TESTS

BEFORE ABBOTT SOLUTION  
**30%** → **90%**  
NOW WITH THE ABBOTT SOLUTION  
OF ALL TESTS AUTOMATED

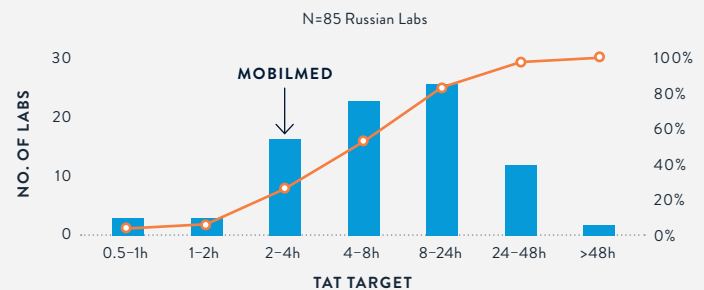
BEFORE  
**<70%** → **>90%**  
AFTER  
OF RESULTS ACHIEVED TAT WITHIN 3HRS

<sup>1</sup> Internal Abbott research compiled from labs in EMEA and Russia

### IMMUNOASSAY TESTS PROCESSED PER FTE<sup>1</sup>



### TARGET TAT FOR ROUTINE SAMPLES IN IMMUNOASSAY<sup>1</sup>



Accelerator a3600 with 2 x Alinityii, 1 x Architect i200SR, 1 x Architect c16000 and third party analysers

CORELABORATORY.ABBOTT

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## INCREASED LAB CAPACITY



**58%** INCREASE IN TESTS PER HOUR PER M<sup>2</sup> WITH THE SAME FTE COUNT

