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Business Trends: Commercial Testing Companies 'Sell' Health Screenings

Several companies market an array of preventive tests directly to consumers. Are these companies and tests legit? What does the medical community have to say about such companies and advertising practices? How might these companies impact the perception of traditional lab tests?

Aggressive Marketing

The most well-known commercial testing company is Life Line Screening, which targets U.S. adults, aged 50 and older. Maybe you've seen the company's television commercial, where a middle-aged woman says screening was the best decision of her life.

Life Line Screening also markets its services via U.S. mail. This may seem harmless enough, but the promotional material uses

Continued on page 2

Diagnostic Deals:

A roundup of the key mergers, acquisitions, alliances, licenses and other strategic transactions from the past month

The end of April through mid-May was another busy period for deal making. Here's a quick overview of activity and key deals.

Mergers & Acquisitions and Asset Sales

Thermo Fisher Scientific's \$1.7 billion acquisition of Brammer Bio, a leader in viral vector manufacturing for gene and cell therapies, recently closed. The deal, one of the largest of the year, strengthens Thermo Fisher's presence in the pharma and biotech markets.

Other M&As involve smaller transactions. Activity continues to be global in scope, with ongoing focus in Asia as well as Europe.

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■ Business Trends: Commercial Testing Companies 'Sell' Health Screenings, from page 1

fear as a sales tool when targeting a largely elderly population. Drawings illustrate plaque buildup in the arteries, while accompanying large typeface tells the recipient that “plaque buildup can lead to heart disease, stroke and aneurysms.”

Included with the mailing is a reservation card, which indicates the date the company's services will be available in the recipient's area, along with instructions on how to reserve screening time. A person who uses a special priority code receives a discount on the company's screening package.

Company Offerings

The Life Line Screening package includes:

1. Carotid artery screening (plaque)
2. Heart rhythm screening (atrial fibrillation)
3. Abdominal aortic aneurysm screening
4. Peripheral arterial disease screening
5. Osteoporosis risk assessment

The company refers to these as the five “vital” screenings.

Medical Community Weighs In

Experts disagree. **Harriet Hall**, M.D., writing for the website Science-Based Medicine, indicates that “various medical organizations and the United States Preventive Services Task Force (USPSTF) have put great thought into recommending which screening tests are worthwhile for the general public.” Hall goes on to say that carotid artery screening is not recommended; abdominal aortic aneurysm screening is recommended only once for men between the ages of 65 and 75 who have ever smoked; and that osteoporosis screening is recommended only for women over the age of 65 (or 60 if they have risk factors).

Celeste Robb-Nicholson, M.D., editor in chief for *Harvard Women's Health Watch* and associate professor of medicine at Massachusetts General Hospital, expresses concerns as well, and says, “I don't recommend these commercial tests.” She also notes that “screening all comers isn't the best approach because it may result in following up too many equivocal findings with testing.” Instead, she recommends that people consult with their physicians, who will consider individual risk factors and recommend appropriate tests, when necessary.

David Liu, M.D. approaches the issue from the standpoint of whether the tests are worth the money. “There is no scientific proof or evidence that these [tests] save lives especially in patients who have no symptoms,” he says.

Consumer Complaints

And medical professionals aren't the only ones urging people to steer clear of commercial testing.

The Better Business Bureau currently has 125 complaints against Life Line Screening at its website.

Yelp reviews include these comments:

- ▶ “Wow, I don’t understand how our government lets them operate.”
- ▶ “I was horrified to notice that Life Line’s ultrasound and tools being used on everyone’s skin was not cleaned between people.”
- ▶ “Don’t do this! Seriously, why aren’t you doing these tests at your doctor’s office!?”

Impact on Medical Test Providers

Why are people using commercial testing companies? It most likely comes down to effective marketing and convenience.

In addition to its five “vital” screenings, Life Line Screening offers other tests at some locations. These include a high cholesterol/complete lipid panel test, a C-reactive protein test, and something it calls a “6 for life health assessment.” There is also a wellness panel test for men, and a separate wellness panel test for women. All are finger-stick blood tests.

In other words, people are basically promised one-stop shopping.

So, how does a traditional diagnostic lab or other provider of medical testing address commercial testing, if patients ask?

1. Point out that medical testing is serious business; tests should be requested by a licensed medical professional, and performed in a safe, sanitary environment.
2. Let patients know that diagnostic labs are subject to strict regulation. The Clinical Laboratory Improvement Amendments (CLIA) regulate laboratory testing and require clinical labs to be certificated by their state as well as the Center for Medicare and Medicaid Services (CMS) before they can accept human samples for diagnostic testing. Three federal agencies are responsible for CLIA: CMS, the FDA and the Center for Disease Control (CDC). Each agency has a unique role in assuring quality lab testing.
3. Commercial testing companies, also known as direct-to-consumer screening companies, are not regulated.
4. Remind patients that health insurance often covers the cost of most legitimate medical tests, so there is no need for a special priority code.
5. Encourage patients to do their homework. To this end, consider sharing information from this article or referring patients to the websites mentioned.

Keep in mind that this is an opportunity to explain the difference between commercial testing and professional medical testing—and to position your services as the better choice. 

■ **Diagnostic Deals:** A roundup of the key mergers, acquisitions, alliances, licenses and other strategic transactions from the past month, *from page 1*

Italian oncology genetics company Impact Lab Group’s acquisition of Toma Advanced Biomedical Assays Services Lab for an undisclosed amount is one such transaction. The deal will create the largest research and genetics laboratory in Italy.

Strategic Alliances

In addition to the 18 new partnerships detailed in the chart below, is the new alliance between U.S.-based diagnostics giant LabCorp and Qiagen, a provider of sample and assay technologies for molecular diagnostics, applied testing, academic, and pharmaceutical research, based in Germany.

LabCorp is now selling Qiagen’s new companion diagnostic for bladder cancer, the thescreen fibroblast growth factor receptor (FGFR) mutation analysis, at its specialty cancer labs. The test is designed to assess whether patients with urothelial cancer are eligible for treatment with Johnson & Johnson’s newly approved FGFR kinases inhibitor Balversa (erdafitinib).

The thescreen FGFR mutation analysis assay is the first test to be sold through LabCorp’s collaboration with Qiagen’s lab readiness program, designed to speed patient access to companion diagnostics soon after FDA has approved a new treatment and its associated test.

The arrangement seems like a lucrative move for LabCorp. Qiagen has an exclusive license from Columbia University to the thescreen FGFR technology, while LabCorp and its Covance drug development unit have been developing and selling companion diagnostic tests for the past two decades, and efforts in this area of precision medicine have accelerated recently. Bladder cancer is the sixth most common type of cancer in the United States, and urothelial cancer, or transitional cell carcinoma, is the most prevalent form of bladder cancer. There is a high unmet need among patients looking for new treatment options with advanced metastatic bladder cancer, a disease with dire outcomes: The relative five-year survival rate is only 5%.

Here’s a summary of key diagnostic deals from late April through the third week of May:

MERGERS, ACQUISITIONS & ASSET SALES		
Acquiring Company	Target(s)	Deal Summary
Thermo Fisher Scientific	Brammer Bio	<ul style="list-style-type: none"> ■ Price: \$1.7 billion cash ■ Status: Closed ■ Contract development and manufacturing organization for viral vectors used in gene and cell therapies to become part of TF's pharma services business within lab products and services segment
PathGroup	Pathologists Bio-Medical Laboratories	<ul style="list-style-type: none"> ■ Price: Undisclosed ■ Status: Closed ■ Acquisition of pathology services firm enables PathGroup to expand its testing menu for all pathology sub-specialties

MERGERS, ACQUISITIONS & ASSET SALES		
Acquiring Company	Target(s)	Deal Summary
Beckman Coulter Life Sciences	Labcyte	<ul style="list-style-type: none"> Price: \$308 million Status: Closed Danaher subsidiary acquires privately held liquid handling firm with \$61 million in annual sales
Caris Life Sciences	Pharmatech	<ul style="list-style-type: none"> Price: Undisclosed Status: Closed Caris to combine Pharmatech's "Just-In-Time" clinical trial enrollment system + nology network with its own Molecular Intelligence service for assessing DNA, RNA and proteins to detect molecular profiles
Meridian Bioscience	GenePOC	<ul style="list-style-type: none"> Price: Up to \$120 million, \$50 million at closing + up to \$20 million in Meridian FY 2021 contingent on technical development milestones + final payment up to \$50 million in FY 2023 based on sales of certain molecular assays + achievement of minimum profit margin thresholds Status: No closing date announced Acquisition of developer of Revogene molecular diagnostics platform part of Meridian's strategy to update its molecular offering
Caprion Biosciences	Serametrix	<ul style="list-style-type: none"> Price: Undisclosed Status: Closed Caprion acquires expertise in immunology + analysis of myeloid-derived suppressor cells (MDSC) + access to US, UK, Australia and China markets
Yourgene	Elucigene Diagnostics	<ul style="list-style-type: none"> Price: £9.2 million (\$12.0 million), including £6.3 million in cash + £2.9 million in equity in stock (24.6 million new shares issued at 11.7 pence per) Status: Closed Yourgene to fund acquisition boosting its presence in bolster its presence in noninvasive prenatal testing (NIPT) market by selling roughly 97.5 million new shares at 10.25 pence apiece to raise £10 million (which Yourgene board may increase to £11.8 million)
Canopy Biosciences	Zellkraftwerk	<ul style="list-style-type: none"> Price: Undisclosed Status: Closed Acquisition of German cytometry startup part of Canopy's strategy to build a "unique multi-omics" company
PerkinElmer	Cisbio Bioassays	<ul style="list-style-type: none"> Price: Undisclosed Status: Closed PerkinElmer acquires life sciences + DX kits and reagents manufacturer with \$50 million in 2018 revenues
CareDx	OTTR Complete Transplant Management	<ul style="list-style-type: none"> Price: \$16 million cash (no financing) Status: Expected to close in May Acquiring provider of organ transplant patient tracking software furthers CareDx's position in transplant artificial intelligence
Impact Lab Group	Toma Advanced Biomedical Assays Services Lab	<ul style="list-style-type: none"> Price: Undisclosed Status: Closed Merger designed to create largest research and genetics lab in Italy
Prescient Medicine Holdings	AutoGenomics	<ul style="list-style-type: none"> Price: Undisclosed Status: Closed Acquisition of privately held molecular DX firm and former collaborator helps Prescient develop and commercialize its Infiniti Neural Response Panel

STRATEGIC ALLIANCES, PARTNERSHIPS & COLLABORATIONS		
Partner 1	Partner(s) 2+	Deal Summary
Biotech Support Group (BSG)	Leiden University Medical Center (LUMC)	<ul style="list-style-type: none"> Objective: Correlating BSG's Stroma Liquid Biopsy panel of blood-based protein biomarkers to LUMC's tissue-derived tumor-stroma scoring methods Dynamic: Under research collaboration agreement, BSG will define + quantify Stroma Liquid Biopsy biomarkers in LUMC-collected sera to correlate LUMC tumor-stroma ratio (TSR) scoring methods
Personalis	FLX Bio	<ul style="list-style-type: none"> Objective: Use Personalis universal cancer immunogenomics ImmunoID Next test to evaluate therapy-related changes in tumors of advanced cancer patients treated with FLX Bio's FLX475 drug Dynamic: FLX Bio to apply Personalis assay in patient cohort for a Phase I/II clinical trial evaluating FLX475, a CCR4 antagonist, as monotherapy or in combination with pembrolizumab
Owlstone Medical	Actelion Pharmaceuticals	<ul style="list-style-type: none"> Objective: Develop breath-based test for early diagnosis of pulmonary hypertension (PH) Dynamic: Owlstone to identify volatile organic compounds associated with PH to develop biomarker signature(s) that can be used for early detection of PH
Qiagen	Inovio Pharmaceuticals	<ul style="list-style-type: none"> Objective: Develop companion diagnostic for Inovio's DNA-based immunotherapy for cervical dysplasia caused by HPV Dynamic: Test under investigation for treatment of infection with HPV 16 and HPV 18 and precancerous lesions of the cervix (Phase 3), and vulva and anus (Phase 2)
Eurofins Scientific	Adial Pharmaceuticals	<ul style="list-style-type: none"> Objective: Validate companion diagnostic for Adial's alcohol use disorder drug AD04 and identify patients for a Phase III trial Dynamic: Eurofins to perform lab validation of test at its facilities using qPCR and test potential study participants before enrollment to determine if they have the genetic markers indicating they'd respond to treatment
Indivumed	Gnosis Data Analysis	<ul style="list-style-type: none"> Objective: Add artificial intelligence to Indivumed's IndivuType multi-omics cancer research platform Dynamic: Deal comes a month after Indivumed announced partnership with Evotec to discover and develop new precision therapeutics for colorectal cancer
Arcis Biotechnology	Andrew Alliance	<ul style="list-style-type: none"> Objective: Comarket firms' respective technologies for automated nucleic acid stabilization and preparation Dynamic: Partners to promote use of Arcis' reagents for DNA + RNA preparation with Andrew Alliance's Andrew+ pipetting robot and OneLab lab protocol design and execution software
BGI Genomics	Pryzm Health	<ul style="list-style-type: none"> Objective: Promote "precision public health" for Australian market Dynamic: Technology sharing pairing BGI's genomics testing with Pryzm's data genotype-phenotype matching and analytics technology to provide greater access to precision health services, faster diagnoses, better patient outcomes and lower costs
Roche Diagnostics	Bio-Techne	<ul style="list-style-type: none"> Objective: Offer Roche chromogenic detection kits for automated in situ hybridization (ISH) tissue analysis for drug discovery research in US Dynamic: Expansion of existing partnership to include Roche's Discovery mRNA Purple HRP detection kit and Discovery mRNA Teal HRP detection kit which use feature translucent dyes for co-localization studies for mRNA ISH and enable protein-RNA co-detection on same slide

STRATEGIC ALLIANCES, PARTNERSHIPS & COLLABORATIONS		
Partner 1	Partner(s) 2+	Deal Summary
Biocartis	Covance	<ul style="list-style-type: none"> Objective: Offer Biocartis' Idylla platform and oncology assay menu to Covance's global customer base Dynamic: Alliance provides for placement of Idylla molecular testing instruments at Covance sites to support customer needs for clinical trials and validate companion diagnostic applications
Verogen	Cellmark Forensic Services	<ul style="list-style-type: none"> Objective: Validate Verogen's NGS-based MiSeq FGx technology Dynamic: Verogen installed platform at Cellmark's Abingdon, UK lab in Feb.
Enpicom	DDL	<ul style="list-style-type: none"> Objective: Jointly develop an immune repertoire sequencing and analysis service Dynamic: Partners to market service to organizations researching immune system-related diseases or developing drugs for immune disorders
PrediLife	Institut Curie	<ul style="list-style-type: none"> Objective: Validate PrediLife's MammoRisk breast cancer risk assay Dynamic: Institut Curie to perform genetic analysis focusing on roughly 100 polymorphisms associated with increased breast cancer risk
Amgen	Syapse	<ul style="list-style-type: none"> Objective: Develop observational research analytics tools to assess treatment outcomes for precision oncology Dynamic: Use the Syapse Learning Health Network data-sharing network for precision oncology to identify candidates for Amgen-sponsored clinical trials Partners to also develop evidence standards to help accelerate process of bringing new therapies to market
CareDx	Cibiltech	<ul style="list-style-type: none"> Objective: Commercialize Predigraft, a data analysis tool for early prediction of an individual's risk of allograft rejection and transplant loss Dynamic: CareDx to get exclusive US commercialization rights to Predigraft and become a minority equity owner of Cibiltech
Oxford Nanopore Technologies	GrandOmic Biosciences	<ul style="list-style-type: none"> Objective: Achieve better understanding of genetic variation associated with human health and disease and use knowledge to develop clinical applications for future diagnostic use Dynamic: Launch dbSV100k, a population genomics structural variation project using nanopore sequencing technology to analyze 100,000 human genomes by 2021
Macrogen	Exosome Plus	<ul style="list-style-type: none"> Objective: Develop exosome-based diagnostics, therapeutics and cosmetics Dynamic: Firms to also collaborate on drug-development education and training, and share infrastructure, equipment and facilities Deal also includes Macrogen's commitment to be exclusive buyer of Exosome Plus' Exo2D exosome isolation kits for one year
RxGenomix	Coriell Life Sciences (CLS)	<ul style="list-style-type: none"> Objective: Offer package of pharmacogenomics training, implementation, and management services to healthcare providers Dynamic: Combine RxGenomix's pharmacogenomics training and implementation program with CLS' bioinformatic services for risk analysis, reporting and population-level healthcare analytics

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DISTRIBUTION, SALES & MARKETING AGREEMENTS		
Property Owner	Distributor	Deal Summary
Agendia	Imegen	<ul style="list-style-type: none"> Products: Agendia's MammaPrint and BluePrint breast cancer genomic tests Territory: Spain + Portugal Exclusive
SensID	TATAA Biocenter	<ul style="list-style-type: none"> Products: SensID's Mdx reference standard products Territory: Sweden, Denmark, Norway, Finland, Czech Republic, Slovakia
NanoCollect Biomedical	Daon Biosciences	<ul style="list-style-type: none"> Products: NanoCollect's Wolf Cell Sorter and N1 single-cell plate dispenser Territory: South Korea
NanoView Biosciences	Quantum Design International (via its Quantum Design Japan subsidiary)	<ul style="list-style-type: none"> Products: NaonView's ExoView exosome characterization platform Territory: Japan Exclusive
OmniSeq	LabCorp	<ul style="list-style-type: none"> Products: OmniSeq's immune profiling and pan-cancer NGS tests Extension of existing exclusive distribution agreement which originally covered only covered OmniSeq's Comprehensive and Immune Report Card clinical assays
HalioDx	Genecast	<ul style="list-style-type: none"> Products: HalioDx's Immunoscore colon-cancer assay Territory: China Exclusive
LICENSES		
Licensor	Licensee	Deal Summary
Grail	Take2	<ul style="list-style-type: none"> Property: Patented technology for early detection of nasopharyngeal carcinoma Exclusive
SUPPLY, SERVICE & TESTING AGREEMENTS		
Supplier/Service	Client/User	Deal Summary
Baylor Genetics	Saudi Diagnostic Limited (SDL)	<ul style="list-style-type: none"> Baylor to be SDL's exclusive lab partner for all genetic testing and precision medicine applications Baylor to also provide SDL technical support, technology transfer, and training services
Agilent Technologies	SomaLogic	<ul style="list-style-type: none"> Multi-year supply agreement for Agilent to provide customized high-fidelity oligo microarrays for the nucleic acid detection step in SomaLogic's Somascan assay
NEW CLINICAL STUDIES		
DX Partner	Other Partner(s)	Deal Summary
RenalytixAI	University Medical Center Groningen	<ul style="list-style-type: none"> 3,500-patient clinical study to evaluate RenalytixAI's KidneyIntelX kidney disease test

NEW CLINICAL STUDIES		
DX Partner	Other Partner(s)	Deal Summary
Abbott	US Department of Defense + National Institutes of Health	<ul style="list-style-type: none"> Clinical study to evaluate Abbott's point-of-care blood test for traumatic brain injury
Helix	AdventHealth Orlando	<ul style="list-style-type: none"> 10,000-patient genetic screening study for familial hypercholesterolemia (the WholeMe study)
Illumina	Children's Hospital of Fudan University (China)	<ul style="list-style-type: none"> Study to evaluate whether whole-genome sequencing can be used as a diagnostic for critically ill infants 

FDA Watch: Agency Approves New STD Screening Assay Applications

The FDA broke new ground by clearing a pair of STD screening assays for detecting chlamydia and gonorrhea for use with extragenital specimens, specifically from the throat and rectum. The tests, including the Aptima Combo 2 from Hologic and the Cepheid Xpert CT/NG had previously been cleared only for testing urine, vaginal and endocervical samples. According to Tim Stenzel, director of the Office of In Vitro Diagnostics and Radiological Health in the FDA's Center for Devices and Radiological Health, "the tests will fill an unmet public health need by allowing for more screening."

Other New FDA Approvals

Here's a look at the other key FDA approvals announced from mid-April through the third week in May, 2019:

NEW FDA APPROVALS

Manufacturer(s)	Product(s)
Hologic	Clearance for Aptima Combo 2 for extragenital indications for chlamydia and gonorrhea testing
Cepheid	Clearance for Xpert CT/NG for extragenital indications for chlamydia and gonorrhea testing
Cepheid	Clearance for incorporating enhanced algorithms into a definition file used in determining a number for test results – specifically results that are Staphylococcus aureus (SA) positive, methicillin-resistant Staphylococcus aureus (MRSA) positive, SA negative and MRSA negative
Microbiologics	Clearance for the Cepheid Xpert C. difficile/Epi Control Panel for use as external assayed positive and negative quality controls to monitor performance of in vitro nucleic acid testing procedures
Roche	510(k) clearance for Cobas TV/MG test for detection of Trichomonas vaginalis (TV) and Mycoplasma genitalium (MG) DNA
Roche	Clearance for Elecsys TSH electrochemiluminescence immunoassay for diagnosing thyroid and pituitary disorders while running on Cobas e immunoassay analyzer

Manufacturer(s)	Product(s)
Clever Culture Systems	510(k) clearance for APAS Independence instrument and associated urine analysis module for culture-plate screening and interpretation
Qiagen	510(k) clearance for QiaStat-Dx syndromic testing system and multiplex respiratory pathogen panel
GenePOC	Clearance for small molecular diagnostic panel test to detect carbapenem drug resistance run on the GenePOC Revogene system
Grail	Breakthrough device designation for lead multi-cancer detecting blood test
Sekisui Diagnostics	Clearance for Sekure Creatine Kinase Assay to measure creatine kinase activity in serum and plasma on firm's SK500 clinical chemistry system
IXensor	Clearance for PixoTest POCT System to monitor long-term glycemic control in patients previously diagnosed with diabetes mellitus
Beckman Coulter	Clearance for MicroScan Dried Gram-Negative MIC/Combo Panel to determine antimicrobial agent susceptibility of colonies grown on solid media of aerobic and facultative anaerobic gram-negative bacilli
Natera	Breakthrough device designation for test to detect and quantify circulating tumor DNA (ctDNA) after surgery in blood of patients already diagnosed with some types of cancer and combined with certain drugs
Turning Point Therapeutics + Almac Diagnostic Services	Investigational device exemption for use of an Almac NGS assay for use in identifying patients with ROS1, NTRK1-3, and ALK gene fusions in advanced solid tumors to determine if cancer patients are eligible to enroll in a Phase II clinical study
RenalytixAI	Breakthrough device designation for KidneyIntelX AI-powered diagnostic for kidney disease
Caris Life Sciences	Breakthrough Device designation for MI Transcriptome companion diagnostic assay
InDevR	510(k) clearance for FluChip-8G Influenza A+B assay

New CE Marks & Global Certifications

Notable European CE certifications during the period:

NEW CE CERTIFICATIONS IN EUROPE

Manufacturer(s)	Product(s)
DiaSorin Molecular	CE marking for its Simplexa HSV 1/2 & VZV Universal Direct MDx assay for use on firm's Liaison MDx instrument
Roche	CE-IVD marking for Cobas MTB-RIF/INH test to detect mutations associated with resistance to antibiotics rifampicin and isoniazid within tuberculosis DNA
Beckman Coulter	CE marking for DxA 5000 system total laboratory automation solution

Manufacturer(s)	Product(s)
Quotient	CE marking for first immunohematology (IH) microarray designed to run on its MosaiQ high-throughput automated testing platform
Binx Health	CE marking for chlamydia and gonorrhea (CT/NG) test run on its Binx io point-of-care platform
Epic Sciences	CE-IVD marking for liquid biopsy test collection kit

Other international clearances announced during the period:

Manufacturer(s)	Country(ies)	Product(s)
SpeedX	Australia	Therapeutic Goods Administration approval for PlexPCR RespiVirus test
Beckman Coulter	China	Chinese National Medical Products Administration approval for DxA 5000 system total laboratory automation solution
Abbott	Developing countries	World Health Organization prequalification approval for m-Pima HIV-1/2 VL viral load diagnostic test, a portable molecular point-of-care platform for use in resource-limited settings such as in sub-Saharan Africa
Immucor	Canada	Health Canada approval for NEO Iris mid- to high-volume automated immunohematology instrument 

The Dx Pipeline: A Roundup of the Month's Key New Product Launches

Here's a summary of the key product launches from late April to late May, 2019:

NEWLY LAUNCHED PRODUCTS & SERVICES

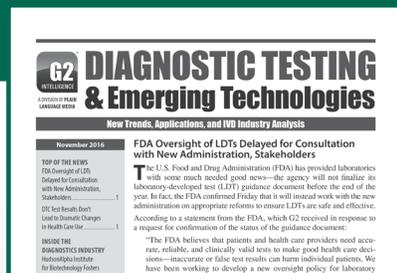
Company(ies)	Product(s)/Service(s)
Biocept	Target Selector NGS Lung Panel assay
New England Biolabs	Monarch Genomic DNA Purification Kit for high-yield purification of high-molecular-weight DNA fragments
New England Biolabs	NEBNext Enzymatic Methyl-seq (EM-seq), enzyme-based method for methylation sequencing
Novacyt (via Primerdesign)	Genesig q32 NGS molecular testing instrument
Integrated DNA Technologies	Custom NGS adapters
Integrated DNA Technologies	Lotus DNA Library Prep kit, enzymatic library preparation solution for whole-genome sequencing and hybridization capture

Company(ies)	Product(s)/Service(s)
The Sequencing Center	Human whole-genome sequencing service for medical research
Roche	cobas MTB-RIF/INH test to detect antibiotic resistance within tuberculosis DNA
Arc Bio	Galileo Pathogen Solution, a metagenomics NGS kit for research-use-only to detect and quantify viral species associated with transplants
Arc Bio	Galileo Pathogen Solution, a research-use-only NGS test for monitoring post-transplant patients for viral infections
CareDx + Cibiltech	Multi-modal kidney transplant diagnostic test to include its AlloSure blood-based donor-derived cell-free DNA test, its AlloMap gene expression test + Cibiltech's predictive AI algorithm
BillionToOne	Unity, a prenatal genetic screening test combining maternal carrier screening for five single-gene recessive disorders with reflex noninvasive prenatal test (NIPT) of fetus
Thermo Fisher Scientific	MagMax nucleic acid isolation kits, including: * MagMax Microbiome Ultra Nucleic Acid Isolation Kit * MagMax Viral/Pathogen Ultra Nucleic Acid Isolation Kit * MagMax Viral/Pathogen Nucleic Acid Isolation Kit 



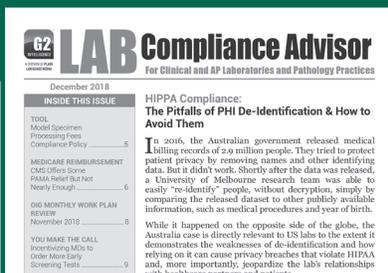
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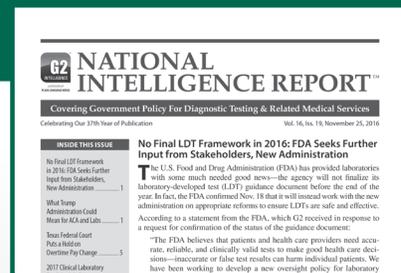
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