

# Point of Care analyser FAQs

## *Is your POC analyser choice fit for purpose?*

Here are some questions that should be answered before you decide on analysers for your clinic:

### Why / objectives / drivers?

- Upgrade or new
- New revenue
- Reduce reference laboratory costs
- Quality of care
- Turn-around times

### What type of testing?

- Haematology vs biochemistry
- Species
- Panels
- Individual analyte testing ability
- Emergency / critical care / after hours

### Operator and infrastructure?

- Who
- How many people
- Multi-clinic approach
- Training
- Bench space
- Utilities

### Cost of consumables?

- Cost analysis prior to POC selection
- Low running cost models / high consumable usage
- Panels vs. individual tests

### Analyser Expectations?

- Ease of use
- Repeatability
- Reliability
- Quality control
- Ability to interface
- Replacements
- Upgrades
- Future proof
- Life expectancy

### Support?

- Technical support
- Maintain current laboratory relationships
- Access to local pathologists
- Consumable lead time / shelf life
- Try before you buy

### Financials?

- Set up costs
- Understand contractual expectations
- Ownership vs. consumable contracts
- Return on investment
- Time / labour costs



*Please refer to our current price book for sample types, test turn-around times and pricing. If you have any questions or would like any further information, please contact your local Gribbles Veterinary laboratory or Territory Manager.*