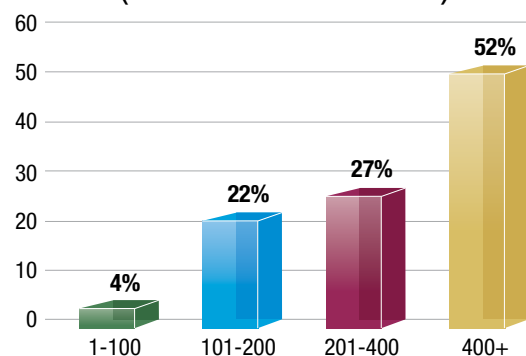


Robotic Sample Handlers

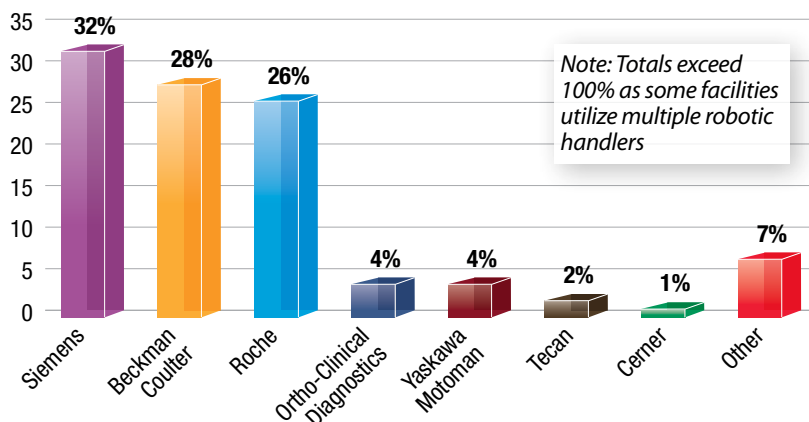
Features such as ease-of-use, a small footprint, and high throughput are making robotic sample handlers increasingly common in hospital laboratories, particularly in those facilities with at least 400 beds. Acquisition activity in this product class will be concentrated primarily in larger facilities. Among those without this technology, one-third of facilities with 200+ beds are planning to implement a robotic sample handler. More data from MLM's survey of laboratory directors and administrators is available online in the November/December 2014 State of Laboratory Technology issue (www.MedLabMag.com/surveyslides).

Adoption of Robotic Sample Handling by Facility Size (in number of beds)



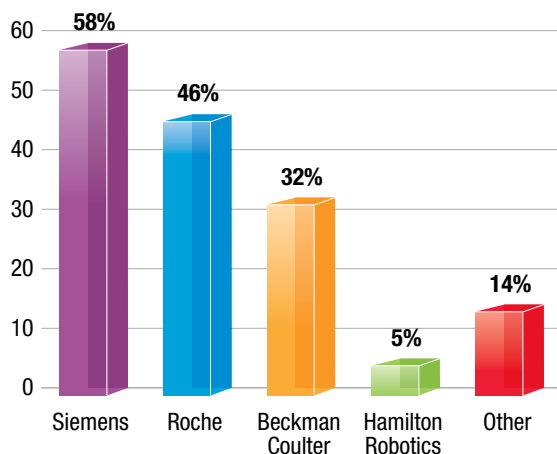
▲ Overall, just one-quarter of hospital labs are utilizing robotic sample handlers, but among the largest facilities, this automation is widely adopted.

Vendor Systems in Use



▲ Siemens, Beckman Coulter, and Roche lead this marketplace.

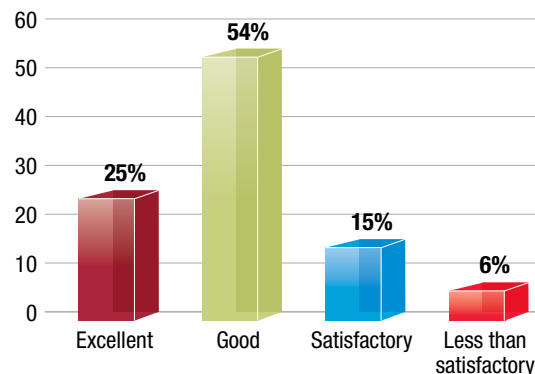
Vendors Under Consideration



◀ Among those labs planning a robotic sample handler purchase in the next 5 years, Siemens, Roche, and Beckman Coulter are the vendors most often considered.

Note: Totals exceed 100% as most facilities are considering multiple robotic handlers

User Satisfaction



▲ 79% of users give high marks to their robotic sample handlers.