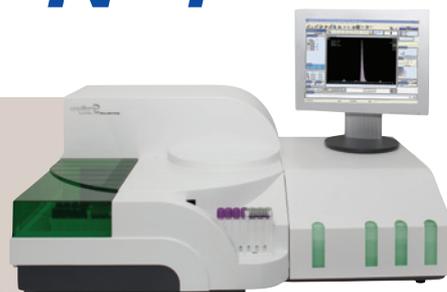


# Sebia Focus - N°4

November 2012



capillarys  
sebia 2 flex piercing

## ATOUBIO Laboratory (Nancy) HbA1c testing by capillary electrophoresis: an accredited ergonomic lab test bench

**Dr. Christophe Baillet is the director and head biologist at the ATOUBIO laboratory located in Lorraine, serving the town of Nancy and the surrounding area.**

Dr Baillet, can you describe the laboratory and its activities for us?

We carry out a variety of specialised activities under accreditation in the field of genetics, MPA (Medically Assisted Procreation) and serum screening for Down syndrome.

Our structure is organised into laboratories on multiple sites with a single technical support centre and 14 peripheral laboratories. We were able to set up this type of structure thanks to the relative proximity of the laboratories. We are responsible for a coherent and efficient biological project, where the common thread is the quality of patient care.

Our versatile biological technical support centre has three departments:

- a biochemistry, immunology and coagulation department;
- a haematology and immuno-haematology department;
- a bacteriology department.

Our overall activities range from between 2,000 and 2,400 cases per day, 2/3 of which are patients from the town and 1/3 are from specialist clinics and care centres. HbA1c tests are carried out in the haematology and immuno-haematology departments.

We conduct 35,000 HbA1c tests per year, which is somewhere between 80 to 180 tests per day.

What were your needs and reasons for changing the HbA1c method you were using? What were you hoping to achieve...?

Our HPLC device was starting to get old (it was more than 7 years old) and it wasn't really coping with the volume of activity. Its capacity was too low and its reliability was often questionable! In addition, customer service was getting worse. The specifications were simple, we were looking for a reliable, high throughput device with flawless discrimination capabilities.

Why did you choose the SEBIA HbA1c assay on the CAPILLARYS 2 Flex Piercing?

We were approached by SEBIA in early autumn 2011. We all knew of this company because we work with it for protein electrophoresis.

The CAPILLARYS 2 Flex Piercing met our requirements in every respect, with the additional assurance of facilitating the ruling out of all haemoglobin variants. In practice, despite improvements in the HPLC technique, the problem of variants had still not been resolved.



*The ATOUBIO laboratory is organised into laboratories on multiple sites with a single technical support centre.*

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The technique itself is new, so what evidence did SEBIA provide that convinced you?

We went on good prior knowledge of the reliability of the CAPILLARYS, not to mention the rigorous approach and calibre of this company in terms of its technical know-how in capillary technology. The responsiveness of its service department was also a crucial point for us.

The studies presented by SEBIA were very professional and we were happy about the "new technology" side of things. We were going to be able to provide higher quality monitoring of diabetic patients. The only uncertainty, and let's be frank here, was cost control. But SEBIA knew exactly where to price itself in the market, with a highly controlled and realistic patient delivery cost.

After 9 months of use, has HbA1c testing on the SEBIA CAPILLARYS 2 Flex Piercing system met your expectations?

We have been working routinely with the device since February 2012, after a month of joint use with our former device (the Menarini HA 8160) in order to verify the correspondence of the two methods; we work under accreditation, let's not forget.

So that makes nine months that we've been working with the CAPILLARYS 2 Flex Piercing and, in that time, we have not seen a single critical failure.

Has the choice of the SEBIA CAPILLARYS 2 Flex Piercing system for your HbA1c testing simplified your organization?

Definitely. The fact that we are able to work in a small series of 8, with high throughput, affords us a continuous operating capability.

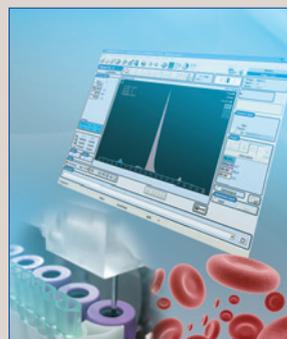
Previously, we were constrained to 3 or 4 series per day, causing a significant increase in costs. On the other hand, these series were staggered and the results always took a long time to process.

We have been able to achieve a nice fluidity in the yield of our results with the CAPILLARYS 2 Flex Piercing. This fluidity is also due to the Roche bi-directional LPM connection that works perfectly.

Accreditation is a major concern for laboratories today. How did the accreditation of the HbA1c lab bench go? What kind of help did SEBIA give you?

For our part, the ATOUTBIO laboratory has always taken a strict quality control approach; we have been certified for more than a decade, with accreditation of over two years specifically for the HbA1c lab test bench. The process validation method has been well tried and tested with us and we have not had to use the tools offered by SEBIA.

However, we received a lot of support from their application engineer and were able to take advantage of his skills. The only stumbling block for the moment, is finding a peer group for our external controls, as we are one of the first laboratories to attempt this venture.



How have prescribers reacted to this new method? How have you convinced them? Do they appreciate the added medical value of this new technology?

We have established a climate of trust with our associates and we are known for our competence and our choices. All our associates have appreciated the fact that some patients, for whom reliable HbA1c results could not be achieved, would finally be able to undergo a much more thorough medical testing.

What is the key point that would prompt you to recommend the SEBIA HbA1c assay on the CAPILLARYS 2 Flex Piercing to other laboratories?

It's a complete solution! We have found peace of mind and a level of discrimination in this device that we didn't have before, with a strong sense of being able to go the extra mile for our patients and associates alike.

Do you process haemoglobins on CAPILLARYS 2 Flex Piercing and if so, what do you think?

No, we have not taken advantage of the full potential of this device as yet in terms of electrophoresis and haemoglobin.