



With the emergence of in-house physician office practices, we have learned much over the last two years. It did not take long to realize that selling to this developing market required more than just being the low bid on an equipment list, convincing the customer that we had quality products that were reliable and that there was local service available. The process often involves financial feasibility studies, CLIA registration guidance, identifying, hiring and training technicians, working with local architects to layout the laboratory, helping building contractors with subcontractor coordination, knowing what equipment requires a dedicated 20 amp circuit, understanding the distance that a particular instrument can be positioned from a plumbing source, expertise with fume exhaust requirements and relevant regulations, knowing what filter to utilize in a grossing station vs. in a coverslipping hood - the list goes on and on.

TBS stands behind the innovative products that we develop. We sell them at competitive prices and provide product warranty with responsive service assistance when problems arise. Identifying a technician, working with a remote builder, assisting an architect to arrange lab equipment to work in all of the different space constraints found in each physician office practice, filing CLIA paperwork, etc. is our forte.

TBS clearly understands the variables required to start a new in-house laboratory. We offer you more than just equipment and supplies to equip your lab. What you really need is a company with the experience to provide turn-key solutions. TBS is that company.

Put TBS' extensive turn-key laboratory design experience to work for your patient and office practice.

To receive more information on the variables of designing and equipping your new in-house laboratory, please contact us at 919-384-9393 or email TBS@trianglebiomedical.com.

May 2009

Version #2.0



In-House Physician Office Laboratory Development



- *Gastrointestinal*
- *Urology*
- *MOHS*
- *Dermatology*

one source for all your laboratory needs



TBS PROVIDES ASSISTANCE WITH:

- Histotech training
- Financial feasibility analysis
- Laboratory design
- Construction supervision
- Equipment, reagent and supplies selection
- Compliant billing software and services
- **CLIA** Regulations and **COLA** Accreditation
- Procedure Manual Development
- On-going assistance with technical issue and **CLIA** Inspection

PRODUCT OFFERING:

- TISSUE PROCESSORS
- MICROTOMES / CRYOSTATS
- SLIDE & CASSETTE LABELERS
- REAGENTS & CONSUMABLES
- WASTE MANAGEMENT SOLUTIONS
- SMALL INSTRUMENTATION
- COVERSLEIPPERS
- EMBEDDING CENTERS

“Hi Jack,

Hope things are going well in NC. We're certainly big advocates for your processor so don't hesitate to let people know. If you're passing through PHL, you should stop by.

Thanks for staying in touch,

Rob”



Triangle Urology Associates, P.A.
Davin W. Brown, CFO
Durham, NC

“TBS has been a great help in establishing our pathology lab. They have been there from inception and we are very pleased with their services and would highly recommend them to anyone that is looking for a future lab.
Davin”

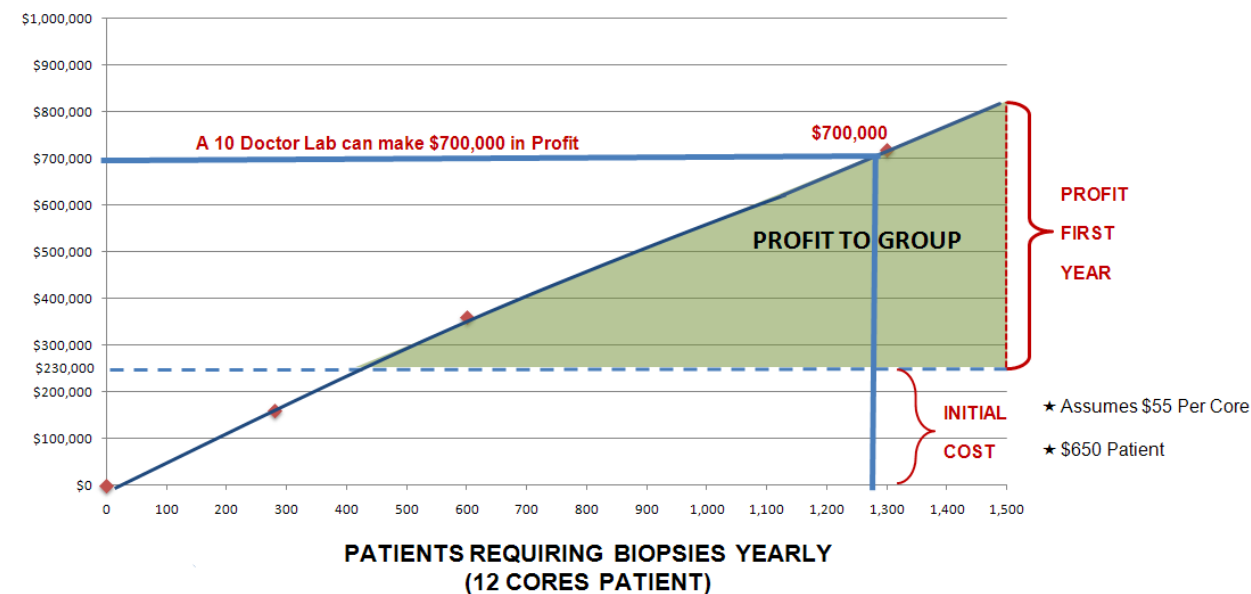


Gastrointestinal Associates
Susan Hyde
Knoxville, TN

“Dear Greg & Daniel,
I want to thank-you very much....I never thought that I would like microwave processing but you've made me a believer.
Susan”

Based on your anticipated testing volume, we can match your budget constraints with the combination of new and demo equipment to complete your new lab. Our experienced lab consultants will guide you every step of the way, from regulatory and licensing issues to technical tissue processing. Whether you need assistance with construction supervision or reagent fume management, put TBS' experienced team to work. Typical lab start-up to finish can be accomplished in a matter of a few months. We will then stay with you to help with inspection and technical issues as long as you own your lab.

TYPICAL UROLOGY GROUP - YEARLY LAB REVENUE



- A 30% overhead rate for histotech and lab supplies is assumed.
- Assumes professional component done by 3rd party. If you have a Board Certified Pathologist, profit is enhanced significantly by professional component.
- Building upfit costs vary greatly between labs.
- Lab costs will vary based on choice of equipment.
- Does not include cost of extended warranty or service contracts.

