



**PRESS  
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**GLP-Systems to use Data Innovations' Instrument Manager™  
for intelligent routing with their new SMS-3 laboratory  
automation system**

Hamburg, 11 May 2011. GLP Systems GmbH, the Hamburg, Germany-based developer of laboratory automation systems for high volume laboratories, and Data Innovations Europe, the leading independent supplier of laboratory middleware, announce the signing of a Business Partner agreement for the use of Data Innovations' **Instrument Manager™ (IM)** as part of the **SMS-3** track system being introduced at the IFCC-EFCC (International and European Federations of Clinical Chemistry and Laboratory Medicine) conference in Berlin from 15 through 19 May, 2011.

**The SMS-3** track system is one of the highest throughput full automation systems available today, being able to handle 6,000 tubes per hour. It is GLP Systems' first commercially available laboratory automation system. It builds on the company's 20 year automation experience in GLP-Laboratory in Hamburg, now owned by Sonic Healthcare. The system includes a high-speed transport mechanism, analytics modules for most track-ready analyzers, and pre-analytics and post-analytics modules, including modules

developed in collaboration with Wedel, Germany-based m-u-t AG, who are co-marketing the **SMS-3** system. A demonstration model will be shown at the IFCC conference.

**Instrument Manager™ (IM)**, the leading independent laboratory middleware system, is Data Innovations' flagship product. Developed by Data Innovations' worldwide development team, **IM** is installed in over 7000 sites in 71 countries, representing more than 45,000 instrument, QC, LIS and automation connections. Marketed and supported in the Europe/Middle East/Africa (EMEA) region by Data Innovations Europe through its offices in Brussels, Belgium, Paris, France and Birmingham, UK, **IM** has been the middleware of choice in over 750 sites and 115 full automation systems in the region, thanks to its unrivalled rules engine and extensive library of instrument and LIS drivers.

## **Installed and supported by GLP and m-u-t**

**SMS-3** will be installed and supported throughout the region by the teams from GLP and m-u-t. "Because of its modularity and ease of use, **GLP** will also configure, install and provide first-level support for **IM** for each client, with Data Innovations providing consulting as well as backup support", Dr. Robert Hecht, GLP's Managing Director explained. "The combination of the three teams will ensure that the turn-around time (TAT) will be the fastest on the market and that only final analytically validated results are delivered to a site's LIS", he continued.

Bob Rothstein, Managing Director of Data Innovations Europe, added, "We are extremely proud to have been able to work with **GLP** and **m-u-t** on this cutting edge laboratory automation system. The commercial launch of the system coincides with the release of the latest version of **IM**'s industry-leading rules engine. A high-performing rules engine is particularly important for efficient routing of samples in a system designed to handle up to 6000 tubes per hour."

## **About GLP systems**

GLP systems was founded in 1975 by Dr. André von Foreich, who was also the founder of Laboratory Dr. von Foreich in Hamburg. His 30 years of experience in laboratory medicine and automation has given the company an in-depth knowledge of the needs of

large laboratories. In November 2010 Dr. Robert Hecht joined the company, bringing with him his background as the inventor of the OLA2500 pre-analytics system. Dr. von Foreich and Dr. Hecht form the company's management team.

GLP systems specializes in the development of information and automation systems for clinical laboratories. Its unique combination of many years experience in both business and laboratory automation provides the basis for the company to develop and adapt complex laboratory solutions.

Close collaboration between the companies comprising the GLP medical Group also enables GLP systems to plan and deliver larger projects in a bespoke client-oriented manner. GLP systems is the large laboratory's ideal partner for cost-effective development of stable and complex solutions for single and multi-site laboratory automation.

## **About m-u-t**

Founded in 1995 and based in Wedel, Germany, m-u-t has become an internationally known high tech company. The company's core competence lies in "photonics", the combination of optics, electronics and complementary technologies, which is used to develop customized products to solve clients' problems.

In the 16 years since, m-u-t was founded, the now publicly traded company has grown organically and through acquisition from its original 2 founders to over 200 employees. Developing and manufacturing sensors and measurement devices for leading companies throughout the world, m-u-t is present in most worldwide markets through its sales offices in China, Europe, and the United States.

With main business units in spectroscopy, laboratory automation and early fire detection, m-u-t's biggest strength is its comprehensive approach, enabling it to rapidly turn new ideas into marketable products. As a true customer-oriented company, m-u-t provides training and on-going service for all its products.

Constantly developing its internal innovative technology and supporting that development with strategic investments in new technology, m-u-t's flexible and fast adaptation to customer needs forms the essence of its business strategy, allowing it to quickly adapt to new challenges and enter new markets.

## **About Data Innovations Europe**

Data Innovations Europe, Brussels, Belgium, was created as the European subsidiary of Data Innovations, LLC of Burlington, Vermont, USA, in December 1999. Data Innovations, LLC, established in 1989 and owned by Battery Ventures of Boston, Massachusetts USA, is wholly dedicated to the laboratory middleware market.

The company's Microsoft Windows®-based **Instrument Manager™ (IM)**, originally released in 1998, can handle over 200 connections to instruments, automation lines, laboratory information systems (LIS), and third-party applications such as QC systems. Version 8.11, released in December, 2010, further extends the product's industry-leading rules engine and Specimen Management Workspace. The rules engine has allowed some laboratories to achieve auto-validation levels of 99%, although typical laboratories can regularly achieve 90% to 95%. Additional features introduced in the last few years include Moving Averages for continuous monitoring of instrumentation using patient samples, an audio-visual notification system for both system and user-defined alarms, ODBC access to the database for external programs, and "Part-11 compatible" user security. Any number of remote user access points can be created using **Instrument Manager's** "thin client" option.

For LIS vendors or individual laboratories using bespoke LIS systems, Data Innovations Europe's **IMConnect** offers a cost-efficient interfacing solution when only basic connectivity to instrumentation is required.

For more information, consult the Data Innovations web site at [www.datainnovations.com](http://www.datainnovations.com).

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