



ELITE CLINICAL LABORATORY MARKETING BOOK

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History of Clinical Laboratory

How it all started!



A big big thank you!

From testing urine to molecular testing, the sophistication of diagnostic techniques has come a long way and continues to develop at breakneck speed. The history of the laboratory is the story of medicine's evolution from empirical to experimental techniques and proves that the clinical lab is the true source of medical authority. Three distinct periods in the history of medicine are associated with three different places and therefore different methods of determining diagnosis: From the middle ages to the 18th century, bedside medicine was prevalent; then between 1794 and 1848 came hospital medicine; and from that time forward, laboratory medicine has served as medicine's lodestar.

- Ancient physicians also began the practice of examining patient specimens. The oldest known test on body fluids was done on urine in ancient times (before 400 BC). Urine was poured on the ground and observed to see whether it attracted insects. If it did, patients were diagnosed with boils.
- In The Seventeenth Century the invention of the microscope opened the door to the invisible world just as Galileo's telescope had revealed a vast astronomy.
- The clinical diagnostic methods of percussion, temperature, heart rate, and blood pressure measurements were further refined, and there were some remarkable attempts to employ precision instruments in diagnosis in the 18th century.
- Medical historians also note that the 19th century was one in which the rest of therapeutics lagged behind, and called it an era of public health. New discoveries in bacteriology allowed for water treatment and pasteurization of milk, which significantly decreased mortality rates.

About Elite Clinical Laboratory



“ Our Lab is CLIA-certified and COLA accredited and surpasses the standards of diagnostic testing. Elite Clinical Laboratory specializes in high complexity, state-of-the-art, automated DNA-based molecular analysis. By utilizing molecular techniques, Elite Clinical Laboratory is able to provide clinicians from many different specialties valuable diagnostic information to assist in the detection, diagnosis, evaluation, and treatment of bacterial, viral and fungal infections as well as genetic based testing and cancer diagnostics.

”

Elite Clinical Laboratory is comprised of experts in the fields of Molecular Biology, Immunology, Virology, Microbiology, Mycology, Pharmacogenomics and Oncology. In addition to developing and validating new clinical diagnostic tests, the Research and Development Department also publishes research projects in peer-reviewed journals and presents scientific information at international symposia.

To this end, Elite Clinical Laboratory invites you to contact us with your ongoing needs for molecular medicine, as this field continues to grow.



Our Commitment



“

Founded in 2016, Developing flexible and affordable testing that improves the everyday lives of those around us. Our simple testing process and easy-to-read health reports give you the power to make decisions about your health with more confidence. We are able to offer the most sophisticated test catalog in the world. It is because of these daily collaborations that our specialized laboratory continues to be a critical component to patient care. We shine brightest when meaningful relationships, passion, and purpose come together and we call it: “The power of standardized versatility”.

We are highly responsive to guideline changes and new therapy options. Design of our new tests always involves a balance of convention and innovation so costs are reduced and results become available promptly.

Time and results mean everything to our patients, and we keep that first in our minds. So coming together we just wanted you to know that we are there and will be there for our clients.

”

Testing Menu

We provide expert diagnostic testing with industry-leading turnaround times; Genomic testing with one of the largest menus; and also testing ranging from Infectious Diseases, Anatomical as well as Pathology and drug testing. Testing offered by Elite Clinical Laboratory assesses risk for aggressive diseases by simple blood draw and reduces unnecessary biopsies. With our leading position in diagnosis, as well as our academic collaborations, we are advancing the course of modern medicine. Elite Clinical Laboratory extremely fast test development cycle means.

Cardiomyopathy

Identification of pathogenic or likely pathogenic variants in dominant disorders, or their combination in different alleles and recessive disorders are considered molecular confirmation of the clinical diagnosis. The Reasons why this testing should be done will be following,

- To verify whether the disease is caused by genetic mutation. To verify the risk of developing cardiovascular due to family history and preliminary symptoms.
- To verify whether an individual has inherited a condition from one of their parents (despite them not showing any symptoms).
- To see if an individual is likely to pass cardiovascular to his/her children.
- Helps in early detection or likelihood of cardiovascular and aids in future disease management.

The Major symptoms can include, enlarging or enlarged left ventricle in case of dilated Cardiovascular, Thickening or thickened heart muscle especially left ventricular septum leading to poor flow of blood in case of Hypertrophic CM. The above conditions will lead to breathlessness, swelling of legs, ankles, cough while lying down, dizziness, rapid heartbeats. The Targeted audience will be cardiologists and pediatricians



Cancer Genomics

The major factor driving the growth of the clinical manufacturing services market is the state-of-art manufacturing. Our Sharp team works closely with you to ensure a deep understanding of your goals, challenges and requirements before we begin our manufacturing process. We tailor our clinical manufacturing services to your specific needs, to make sure we deliver your product on time, to your specification, ready for a successful launch.

The CGx Screen developed by Elite Clinical Laboratory is the first comprehensive cancer risk assessment test designed to determine your risk of developing upto 8 cancer types. The Reasons why this testing should be done will be following,

We provide the most significant and accurate diagnosis within 7 days

- It decreases the healthcare costs and reduces unnecessary drug exposure
- It remains unaffected by concurrent antibiotic use
- Eliminates subjectivity and improves clinical confidence

- The Major symptoms can include, problems with eating, changes in bowel habits, breast changes, skin changes, difficult or painful urination, weight gain or loss with no known reason, Hoarseness or cough that lasts long. The targeted audience will be Primary care providers, internal medicine, Dermatologist, Neurologists, Oncologists, Gastroenterologists, OBGYN



Testing Menu

Pharmacogenomics

Pharmacogenetics is the study of inherited genetic differences in drug metabolic pathways which can affect individual responses to drugs, both in terms of therapeutic effect as well as adverse effects. The Reasons why this testing should be done will be following,

- Improve patient care and Customize treatment plans for patients
- Identify potential side effects of medications for patients
- Minimize trial and error process for medication prescribing
- Determine a patient's unique drug metabolizing capacity
- Prescribe a drug regimen with a greater probability of a positive outcome
- Save patient time, money and save treatment failure
- The targeted audience will be Oncologists, Primary care providers, Psychiatrist Cardiologists, Pain Management Physicians



Neuro-degenerative (NDD)

Alzheimer's Disease, Parkinson Disease, and dementia are conditions that affect the brain and spinal cord. They can cause serious complications, such as difficulty moving or experiencing involuntary movements (i.e. tremors), memory loss, and disruption of mental abilities (solving problems, controlling emotions, or chewing and swallowing). Symptoms of these conditions typically begin after the age of 60, however, in some families symptoms can occur as early as the third decade of life. Research has shown that these diseases can sometimes be caused by abnormal changes in our genes, and these genetic changes can be inherited and passed down in families. Having a family history of Parkinson's disease, Alzheimer's disease, dementia, or a similar condition may increase your risk of having that condition. There is no cure for Alzheimer's disease, Parkinson's disease, or dementia; however, there are treatments available to provide temporary relief from symptoms. Surgery, such as deep brain stimulation, may also be considered. Genetic testing may identify individuals at increased risk and assist in the planning and decision-making process for treatment, psychosocial counseling, and support programs for caregivers and patients.



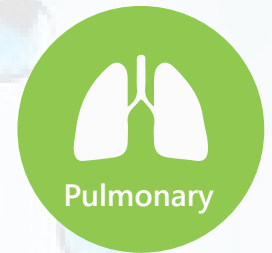
Patients with a personal and/or family history of Parkinson's disease, Alzheimer's disease, and dementia. Warning signs of these diseases include, but are not limited to, abnormal imaging of the brain, difficulty moving or controlling one's movement, memory loss that interferes with daily life, changes in mood and personality, difficulty having a conversation or completing familiar tasks, and confusion with the time or place.

Testing Menu

Pulmonary Testing

Pulmonology is one of the most intense and complicated branches of internal medicine. There is a plethora of pulmonary diseases predisposed in the genomes of carrier children in the form of mutations. They go unnoticed until the actual disease manifests its phenotype. Hence, identifying at-risk family members paves the way to begin preventive treatments and/or for making lifestyle recommendations.

Elite Clinical Laboratory came up with the gene panel specific to pulmonary diseases. It covers all of the hereditary pulmonary diseases. It has been carefully selected based on scientific literature, mutation databases and our experience.



Diabetes

Elite Clinical Laboratory is a fully automated laboratory utilizes state-of-the-art technologies to deliver high quality test results and service while exceeding the turnaround time requirements and demands of our physician clients. We always recommend four diagnostic tests for Diabetes including

- Measurement of fasting plasma glucose;
- 2-hour (2-h) postload plasma glucose after a 75 g oral glucose tolerance test(OGTT);
- HbA1c; and
- a random blood glucose in the presence of signs and symptoms of diabetes.

The Major symptoms can include, leading an inactive lifestyle, Overweight, blood pressure, abnormal blood cholesterol or lipid levels, history of gestational diabetes. Elite Clinical Laboratory currently analyzes samples for hundreds of thousands of patients per year from providers and healthcare facilities all across the nation



TURNAROUND TIME

Results are typically available within 14-21 days of your sample being received by the lab.

Testing Menu

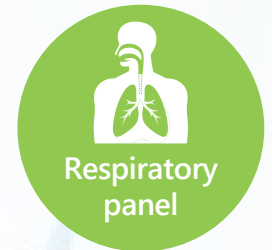
RESPIRATORY PATHOGEN PANEL (RPP)

Not everyone with symptoms of a respiratory infection is tested. This panel is primarily performed when you are seriously ill, hospitalized, and/or at an increased risk for a severe infection with complications or multiple infections.

The Reasons why this testing should be done will be following,

- It decreases the healthcare costs and reduces unnecessary drug exposure
- It remains unaffected by concurrent antibiotic use
- Eliminates subjectivity and improves clinical confidence

The Major symptoms can include, Fever, Runny nose, Sore throat, Chronic fatigue, Muscle ache, Cough, Diarrhea, Vomit, Abnormal sputum, Chest pain when breathing. The targeted audience will be Primary Care Physician, Pulmonologist, ENT, Pediatricians, Internal Medicine.



UTI / Urinary Tract Infection

A urinary tract infection (UTI) occurs when bacteria or sometimes other microbes enter the urinary tract and begin to grow, usually causing signs and symptoms such as pain and inflammation.

The Major symptoms can include, Nausea and vomiting, Strong and frequent urge to urinate, Cloudy, bloody, or strong-smelling urine, Pain / burning sensation when urinating, Muscle aches and abdominal pains. The targeted audience will be OBGYN, Primary Care Providers, Urologists, Longtermcare facilities, Pain management, physicians, Infectious disease clinicians



TURNAROUND TIME

Results are typically available within 24-48 Hrs of your sample being received by the lab.

Testing Menu

Toxicology

Urine and Oral

Elite Clinical Laboratory toxicology laboratory offers substance abuse testing products and services for a the Most Advanced Testing Methodology multitude of settings such as hospitals, physician offices, rehabilitation centers, and health clinics. Testing can be performed utilizing either urine or oral fluid.

Comprehensive drug monitoring can be an integral component to patient care. Our state-of-the-art LC/MS/MS instrumentation and automated processes provide you fast, accurate and quantitative results. At Elite Clinical Laboratory, we seek to highlight the wide range of applications in which drug testing can encourage prevention, early detection, and lifelong recovery from addiction. Our comprehensive medication monitoring program can help physicians properly identify harmful drug interactions or potential diversion of medication



TURNAROUND TIME

Results are typically available within 2-3 days of your sample being received by the lab.

COVID-19

As a leader in precision COVID-19 testing, Elite Clinical Laboratory provides unparalleled support, results, and clarity during these uncertain times. Our relentless dedication, expert team and top of the line equipment deliver the answers and comfort needed to help us conquer COVID-19 together.

- Uses reverse transcription polymerase chain reaction (RT-PCR) test to detect viral presence.
- Test results will be labeled positive, negative, or indeterminate.
- The option to retest if indeterminate is available.



TURNAROUND TIME

Results are typically available within 24-48 hours of your sample being received by the lab.

Testing Menu

Gastrointestinal Testing

Elite Clinical Laboratory proprietary Gastro Pathogen qPCR Panel covers a long list of common and rare patho-gens implicated in gastro-enteric diseases both in adults and children including infants. It is a global panel where missing a pathogen is almost negligible. In addition to the vast pathogen coverage GDx GPP panel detects all the known antibiotic resistance genotypes associated with the pathogens on the GP panel. The Reasons why this testing should be done will be following,

- ForWide Pathogen Coverage
- Comprehensive antibiotic genes
- Pediatric Pathogen Coverage
- Industry's best Turn Around Time
- Customization at its pinnacle
- Lucid Reports

The Major symptoms can include, Trapped stomach & intestinal gas, Abdominal bloating, Intense & prolonged crying, Insomnia exhaustion, Stresses out parents



Blood and Wellness

Healthcare in America is shifting from active care to prevention & early diagnosis. In US 75% of healthcare dollars are spent treating chronic conditions such as heart disease, cancer & diabetes. Nearly half of all americans are living with these chronic conditions or at risk factors, such as high cholesterol & high blood pressure. The Reasons why this testing should be done will be following,

- Helping patients avoid illness with preventing infections
- Identify patients with health risk in their early stages
- Preventing or delaying chronic diseases



Women Health

Our women's health testing menu includes liquid based PAP screening combined with HPV testing which adheres to ASCCP and ACOG guidelines, sexual health infectious disease testing, vaginitis testing and prenatal carrier genetics. Improving accuracy and turn around time of test results lead to faster treatment, the correct diagnosis, and improved outcomes. The Reasons why this testing should be done will be following,

- Provides an Accurate Diagnosis within 24 hours & detects Polymicrobial Infections at Once
- Detects Pathogens that May Not Be Detectable by Culture
- Decreases Healthcare Costs & improves Antibiotic Stewardship
- Decreases Patient Risks and Improves Patient Satisfaction
- Eliminates Subjectivity and Improves Clinical Confidence

The Major symptoms can include vaginitis, Pain/bleeding after pelvic exam, pain during intercourse, vaginal bleeding between periods after sex or after menopause, a change in color, odor or amount of vaginal discharge. The targeted audience will be OB-GYN, Primary Care Providers, Urgent care providers, Urologist, Fertility specialists



Testing Menu

Wound Care

We offer 6 different specialised panels that can detect upto 42 pathogens at once per wound type. This test is designed to detect pathogens and/or bacterial agents surrounding the wound potentially causing discoloration and foreign particles to be present in the area of infection. This test helps with ruling out the cause of infections from bacterial pathogens resulting from following common wounds. The Reasons why this testing should be done will be following

- It remains unaffected by concurrent antibiotic use
- Eliminates subjectivity and improves clinical confidence
- Precisely analyse the genetic material of pathogen
- 3-5X more sensitive than conventional cultures

The Major symptoms can include Redness or discoloration, Skin may harden or tighten, Swelling, Warmth / Fevers when spread to blood, Pain, tenderness, Scaling, itching, Pustules, pus drainage. The targeted audience will be Surgical specialists, Primary Care Providers, Dermatologist, Hematologist, Long term care, Urgent care Providers



Nail Fungal

Elite Clinical Laboratory Nail Fungal Testing improves the Diagnosis process, allowing patient treatment to begin quicker. Improving accuracy and turn-around time of test results leads to faster treatment, accurate diagnosis, and improved outcomes. NFI (Onychomycosis) can cause pain, discomfort, and occupational limitations, as well as reducing overall quality specialist to begin treatment, stopping any progression and avoiding possibility of future complications. The Reasons why this testing should be done will be following,

- Detects Polymicrobial infections and also which is undetectable via culture
- It decreases the healthcare costs and reduces unnecessary drug exposure
- It remains unaffected by concurrent antibiotic use

Eliminates subjectivity and improves clinical confidence

The Major symptoms can include, Problems standing, walking, exercising, Paresthesia, pain, discomfort & dexterity loss, Onychomycosis.



A background graphic showing a hand holding a complex molecular structure. The hand is rendered in a light, semi-transparent style, and the molecular structure consists of various spheres (representing atoms) connected by lines (representing bonds). The overall aesthetic is clean and scientific.

List of Accepted Payers

Aetna PPO/POS

Amerigroup

Anthem BCBS of NV

BCBS of South Carolina

BCBS (Medicare Advantage)

BCBS of Texas

Care N Care

CarePlus Health

Cigna HealthSpring PPO

Coventry Healthcare

Devoted Health Advantage/PPO

HealthChoice PPO

Kelsey Care

Medicare Part B

Meritain Commercial

Molina Healthcare MMP

Peoples Health PPO

Railroad Medicare

Superior Health Medicare

All Savers

United Healthcare

United Healthcare Dual Complete

Viva Health Plans

WellCare Health Plans

WellMed

Testimonials



“

Customer testimonials are recommendations from satisfied buyers that affirm the value of a product or service. Testimonials are a type of review and social proof. They serve the same purpose (guiding potential customers and helping overcome objections), but they're different in one big way; but first, Just have a look at what our customers say about our services. Try not to fall in love with us..LOL!
“The analysis/evaluations required were performed in a highly professional and time efficient manner. The results were presented with sufficient information and technical background”

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Physician Office, SC

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"We wanted a laboratory that shares our values of high-quality work, quick turn-around-time (TAT), and competitive pricing for tests we offer. Elite Clinical Laboratory has exceeded our expectations. Their people are second to none. We have been working with them for the past 2+ years and are extremely satisfied."

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Clinical Diagnostic Lab, TX

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“The customer service department at Elite Clinical Laboratory is phenomenal. If I have a deadline to beat, I do not even bother with my other vendors. The CSRs are always available, knowledgeable, and provide a positive experience over the phone and through emails. If I have a question regarding shipping, ordering, technical specifications, or billing I am always given Grade A attention.”

”

Nursing Home, LA

Frequently Asked Questions (FAQ)



1. What is the typical onboarding process for the clinics/laboratories?

You can contact us for the onboarding form. Once it is submitted to the onboarding team, the account setup process takes only 24 hours. Then, the account manager sends the Portal Login Credentials with the instructions.

2. Does your LIS have the capability to integrate with the EMR system?

Yes. Our LIS can integrate with any EMR through the HL7 gateway. This process may take up to 30 days.

3. How do I order lab requisitions and supplies? Do you do overnight shipping?

You can contact our Customer Service team for assistance. The supply order can be placed online on our website. www.elitelabs.com Any supply order placed before 2 PM Central time qualifies for overnight delivery.

4. How to schedule the FedEx pickup services?

You can contact the account manager to request the FedEx Pickup registration form.

5. How can your Doctor/PCP see your test results?

The clients can access the lab results via a secured web portal.

6. How do I pay my bill?

You can contact our billing department to settle your dues.

7. What are Your Working Hours?

We are available Monday to Friday, 7 AM to 6 PM Central Time.

8. Is your customer service staff available on weekends?

You can reach us via email (info@elitelabs.com) during the weekends.

"Dedicated towards betterment"

Elite Clinical Laboratory is a full service, national diagnostic testing laboratory headquartered in Houston, Texas with concentrations in clinical diagnostics, toxicology, genetic sequencing and molecular testing. Elite Clinical Laboratory (ECL) is devoted to redefining diagnostic services by providing medical practitioners and their patients with exceptional customer service paired with the most advanced and informative medical analytics to assist them in making effective treatment decisions.

Elite Clinical Laboratory (ECL) fully automated laboratory utilizes state-of-the-art technologies to deliver high quality test results and service while exceeding the turnaround time requirements and demands of our physician clients. Elite Clinical Laboratory (ECL) currently analyzes samples for hundreds of thousands of patients per year from providers and healthcare facilities all across the nation.

As our clients have trusted our laboratory with being an analytical and integral part of their patients' diagnosis and treatment process, we believe in respecting that trust with continuous dedication to customer satisfaction and support. We join our clients and physicians in their belief that patient care is and always will be the number one priority. Elite's personalized support and professional service continues to exceed the expectations of our valued clients, providers and facilities. More healthcare facilities and providers, in private practices, in hospitals and in long term care facilities, are placing their trust in Elite Clinical Laboratory (ECL) ; and, together we are transforming advanced diagnostic information into knowledge and superior treatment options for more and more patients every day.



**ELITE CLINICAL
LABORATORY**