# VETSCAN SA & UA

## Urine Analyzer

The future of urinalysis is here

**Feature:**
Advanced technology

**» Benefit:**
The SA sediment analyzer automatically captures and reports images from quartz optical flow cell and classifies urine elements into 11 categories.

**Feature:**
Detailed recognition

**» Benefit:**
The SA sediment analyzer accurately identifies red blood cells, white blood cells, crystals, bacteria, casts, and epithelial cells.

**Feature:**
Efficient

**» Benefit:**
The UA urine analyzer automatically captures and reports UA strip results within 1 minute.

**Feature:**
Unique Diagnostics

**» Benefit:**
The UA urine analyzer includes Urine Protein:Creatinine Ratio (UPC) and Microalbumin.

Sound Byte

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IDEXX | ABAXIS | BASIC URINE TEST STRIPS

# Urinalysis Point-of-Care Tests: A Head-to-Head Comparison

## VetLab® UA Urine Analyzer
**Desktop**
6"W x 11.5"D x 3.7"H

## VETSCAN UA Urine Analyzer
**Truly Portable**
3.3"W x 1.2"D x 4.7"H

## Test Strips Only

| | VetLab® UA Urine Analyzer | VETSCAN UA Urine Analyzer | Test Strips Only |
|---|---|---|---|
| | **Smaller user screen** and less intuitive menu | **Intuitive, easy to follow prompts on screen** reduce margin for human error | **No screen prompts provided**; must read enclosed instructions |
| | **Results not on analyzer** Prints out or displays results on separate VetLab station, | **Automatically displays analyte values on LCD screen** or prints to hand-held printer | **Compares color shades** and requires perfect strip alignment for accurate interpretation |
| | **Objective results** provided on print out or separate VetLab station | **Objective results** eliminate the possibility of human error with subjective strip readings | **Subjective results** interpretation dependent on the user |
| | **No visual countdown** On-board timer only | **On-screen timer** delivers results on time, every time, preventing missed read times | **Manual timing** leads to variable read times and inconsistent interpretation |
| | **Only reports 8 analytes**; does not include Microalbumin or Urine Protein:Creatinine Ratio | **14 reported analytes** including Microalbumin and Urine Protein:Creatinine Ratio | **Most strips only include 10 analytes**, requiring other modalities for MA & UPC |
| | **80 seconds** to results | **60 seconds** to results | **Analytes take different amounts of time:** read between 30 and 120 seconds |
| | **Additional costs for MA and UPC** send out to reference lab | **Most cost-effective** option for 14 urine chemistries with MA and UPC included | **Additional costs** for MA and UPC send out to reference lab. |

## Sound Byte
CHECK-OFF & ECHO NOTES

**Check-Off (Qualify)**
Identify if an Abaxis representative has been in recently.

**Doctor, have you heard all the hype about the new urine analyzers by Abaxis?**

If **YES**, confirm and discuss benefits.
If **NO**, engage/detail the customer as the primary contact.

## CONFIDENCE
I believe the VetScan SA & UA deliver the perfect blend of ease-of-use and accuracy with a comprehensive menu of results that will literally change the way you see urine.

## NEUTRAL INVITATION
Let's take a quick look at some key features and benefits of these analyzers...

## CUSTOMER'S DECISION
...so you can determine if seeing elevations in Microalbumin, Urine Protein: Creatinine Ratio, and changes in Urine Sediment at the point of care will be advantageous in diagnosing renal disease, urinary tract infections, concerns of crystals in the urine, or possible neoplastic changes in the bladder.