

# Sampled Launches New Test in Record Time

A global leader in biobanking, bioprocessing and analytics, Sampled (formerly IBX) developed the first FDA Emergency Use Authorization (EUA) approved saliva covid test at the onset of the pandemic. In order to quickly bring their test to market they needed a partner to help them reach and support new government and enterprise customers. With the 1health platform, Sampled was able to rapidly expand its reach and improve revenue.

## Overview

The rapid onset of the COVID-19 pandemic created new opportunities for complex molecular lab and biomaterial experts such as Sampled, which rose to the challenge by launching the first FDA-approved COVID-19 saliva test. Which was followed by developing and launching the first at-home saliva sample kit.

The Sampled saliva test was a breakthrough due to its ease of collection, which made it an ideal option for government agencies, academia, and other businesses to help safeguard their communities. However, Sampled quickly discovered that developing an easy-to-use test was just one piece of a more complex puzzle. Their new clients also needed to quickly and easily:

- ✓ Coordinate test ordering
- ✓ Capture and retain patient testing data
- ✓ Upload and maintain employee testing data
- ✓ Capture and verify vaccination data
- ✓ Create a digital dashboard to analyze and assess population health risk data
- ✓ Share results with patients and employees

The 1health partnership and platform allowed Sampled to provide their customers with an end-to-end testing solution which included features like an administrative and patient/employee view for simple test ordering, tracking and resulting. The 1health platform empowered Sampled to enter the market faster while minimizing risk, internal IT cost and operational complexity. Sampled became one of the leading testing solutions for millions during the COVID-19 pandemic.

*“We partnered with 1health in March of 2020 to launch the first FDA EUA at-home saliva covid test to multiple market segments (clinical, consumer and corporate). The 1health platform launched our test in less than 60 days allowing our team to focus on scaling our lab and responding to the urgent need to support public health. Working with 1health enabled us to provide our solutions to end users without having to build out a large internal team in IT, support, and operations to onboard and handle all of these customers.”*

**- Robin Grimwood, CEO, Sampled**

## Approach

The 1health platform allows any lab partner to define new tests within the portal which makes it easy to order, manage, result and support the entire process within the 1health system. The Sampled saliva covid test was put on the 1health platform within 4 weeks and provided the lab and its clients with a(n):y:

- ✓ Coordinate test ordering
- ✓ Easy ordering interface for enterprises, consumers and clinicians
- ✓ Kit shipment and logistics support
- ✓ Kit tracking and registration
- ✓ At-home testing support
- ✓ POC workflow support
- ✓ Government reporting and population level aggregation of data
- ✓ Patient friendly reporting and dashboarding
- ✓ Clinical dashboard with patient driven consent for information access
- ✓ No LIM integration to external EHR's, connectivity managed by 1health platform

# SAMPLED + 1health

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## Result

Sampled was able to focus resources on scaling their internal lab workflows and hiring staff to meet the demand of 50K covid tests a day, while the 1health platform made it quick and easy for over 200 clients to order Sampled tests. The 1health platform enabled a diverse set of clients, made up of local governments, the US military, leading manufacturers and national restaurant chains to onboard and start ordering tests without any requirements to perform an IT integration. Additionally, all support or billing issues were managed through 1health, mitigating the need to focus lab staff time on back office work.

## Conclusion

Through the partnership with 1health, Sampled has reached 285 new customers in 43 states, performed approximately 236,000 tests, and enjoyed more than \$20 million in testing revenue since the start of the pandemic. Sampled and 1health are now extending their partnership to support additional innovative test offerings targeting the genetic, clinical and pharmaceutical market segments.