todylaboratories®

Responsible diagnostic. Since 1993.

company *profile*

EQA schemes
EQA samples
reagents
controls
vacuum tubes
equipment
disposables

www.todylaboratories.com

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Laboratory products
available online

EQA schemes | **EQA samples** | **reference strains** | **medical tests** | **reagents** | **vacuum tubes** | **disposables**

lab.diagnostic allergies
lab.diagnostic anatomical pathology
lab.diagnostic autoimmunity
lab.diagnostic biochemistry drugs
lab.diagnostic biochemistry ionogram
lab.diagnostic biochemistry others
lab.diagnostic biochemistry vitamine
lab.diagnostic coagulation
lab.diagnostic genetics mollecular biol
lab.diagnostic hematology
lab.diagnostic hepatitis
lab.diagnostic hiv htlv
lab.diagnostic hormones fertility
lab.diagnostic hormones others
lab.diagnostic hormones thyroid
lab.diagnostic immunoglobuline
lab.diagnostic immunohematology
lab.diagnostic infectious Covid
lab.diagnostic neonatal screening
lab.diagnostic others
lab.diagnostic parasitology
lab.diagnostic pregnant screening
lab.diagnostic toxicology
lab.diagnostic tumor markers

external control autoimmunity
external control biochemistry
external control infectious
external control hemostasis
external control hematology
external control hepatitis
external control hiv
external control hormones
external control microbiology
external control parasitology
external control pathology
external control serology
external control tumor markers
external control transfusion
external control esr
external control urine chemistry

internal control hormones
internal control tumor markers
internal control reference strains qualitative
internal control reference strains quantitative
internal control transfusion eryrocyte
internal control urine

blood collection vacuumtub biochemistry immunology
blood collection vacuumtub coagulation
blood collection vacuumtub esr
blood collection vacuumtub hematology
blood collection holders tourniquets

blood collection needles flashback vizio
blood collection needles pen type

disposables needles for syringe infusion
disposables needles for syringe injection
disposables needles for syringe insulin

disposables collection samples Covid
disposables collection samples
disposables containers urine faeces
disposables cold consumables
disposables depressor loops pipettes spatula
disposables lids caps
disposables microscope slides top slides
disposables pathology
disposables Petri dishes
disposables pipettes
disposables swabs
disposables tips tubes

reagents blood grouping serum

reagents clinical chemistry - all instrument

reagents coagulation - all instruments

reagents dyes stains citology/histology
reagents dyes stains hematology
reagents dyes stains microbiology

reagents ELISA hepatitis
reagents ELISA hormones
reagents ELISA infectious
reagents ELISA infectious Covid
reagents ELISA parasitology autoimmunity
reagents ELISA tumor markers

reagents immunodiffusion radial

reagents LATEX presumptive identification

reagents microbiology culture media dehydrated
reagents microbiology culture media suppliments
reagents microbiology identif bacteria yeasts
reagents microbiology identif biochemical
reagents microbiology suscep discs
reagents microbiology suscep strips CMI

reagents urine strips
reagents urine strips reader

reagents rapid tests chemistry cardio
reagents rapid tests drugs
reagents rapid tests hematology
reagents rapid tests hepatitis
reagents rapid tests hiv
reagents rapid tests hormones
reagents rapid tests infectious
reagents rapid tests infectious Covid
reagents rapid tests parasites
reagents rapid tests toxicology
reagents rapid tests tumor markers

PT samples Clinical Chemistry
PT samples Coagulation
PT samples Hematology
PT samples Hepatitis
PT samples HIV
PT samples Hormones
PT samples Microbiology
PT samples Parazitology
PT samples Serology
PT samples Tumor Markers
PT samples Urines

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Laboratory products
available online

EQA schemes

- todylaboratories® EQA Schemes
- todylaboratories® EQA Samples

reagents

- Susceptibility Discs
- Stains & Dyes
- Microbiology Supplements
- ELISA Reagents
- Radial Immunodiffusion
- Susceptibility Strips
- Microbiology Culture Media
- Microbiology Disposables
- Rapid Tests
- Coagulation Reagents
- Clinical Chemistry
- Microbiology Reagents
- Urine Strips
- Latex Reagents
- Transfusion Reagents

controls

- todylaboratories® Internal Control
- todylaboratories® Reference Strains

vacuumtubes

- Vacuum Tubes
- Vacuum Tubes
- Vacuum Tubes
- Vacuum Tubes
- Vacuum Tubes
- Collection Needles
- Vacuum Tubes
- Vacuum Tubes

equipment

- Urine Strips Reader-S300
- Urine Strips Reader-50S

disposables

- Laboratory Disposables
- Medical Disposables
- Virus Collection
- Injection Needles

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Business model

for Single Labs/Clinics, Network Labs or Distributors

Single Lab/Clinic

Creating a Network Center Like (NCL) (e.g. invite friend Labs)

- ⊕ NCL obtain Exclusivity protection for their network (independent from geographic location).
- ⊕ NCL does not need resale authorization or ISO accreditation.
- ⊕ NCL does not need to assume Tody's fiscal model/service and support in front of the tax authorities.
- ⊕ NCL does not need to recover money from their friend Labs. No cash flow issues.
- ⊕ Since Clients buy at Tody's standard price, this should increase the volume sold by Tody and allow NCL to achieve faster the Bonus.
- ⊕ The Bonus products/services could be used by NCL for acquiring new clients (and in this case they may decide to add some extra margin) or simply for their internal needs.
- ⊖ NCL cannot apply an extra margin over the established Tody's price to their clients network.

Acting as End User (EU) or typical Distributor (D)

- ⊕ D will apply his own Margin over the established Tody's price.
- ⊕ For a D, the value or the FOC good obtained from the Bonus will be increased by the extra Margin that is usually applied to their clients.
- ⊕ For EU, they will purchase goods/services at lower competitive price than via a typical distributor.
- ⊖ D clients may receive promotion campaign from Tody (no exclusivity protection).
- ⊖ D must assume Tody's fiscal model/service and support in front of the Tax authorities.
- ⊖ D must have resale Authorization (for goods resale) and/or ISO accreditation (for service resale).
- ⊖ D must request (or anticipate) payments from its customers in order to pay Tody. Possible cash flow problems.
- ⊖ EU has to pay Tody. Possible cash flow issues.
- ⊖ D has to organize is own accounting, logistics and stock.
- ⊖ Since D's Customers buy at less competitive price, the volume sold should be lower, therefore also the achievement of the Bonus.

Network Lab

Acting as Network Center (NC)

- ⊕ NC obtain Exclusivity protection for their network (independent from geographic location).
- ⊕ NC does not need resale authorization or ISO accreditation.
- ⊕ NC does not need to assume Tody's fiscal model/service and support in front of the tax authorities.
- ⊕ NC does not need to recover money from their customers. No cash flow issues.
- ⊕ Since Clients buy at Tody's standard price, this should increase the volume sold by Tody and allow NC to achieve faster the Bonus.
- ⊕ The Bonus products/services could be used by NC for acquiring new clients (and in this case they may decide to add some extra margin) or simply for their internal needs.
- ⊖ NC cannot apply an extra margin over the established Tody's price to their clients network.

Acting as Distributor (D)

- ⊕ D will apply his own Margin over the established Tody's price.
- ⊕ The value or the FOC good obtained from the Bonus will be increased by the extra Margin that D usually applies to their clients.
- ⊖ D clients may receive promotion campaign from Tody (no exclusivity protection).
- ⊖ D must assume Tody's fiscal model/service and support in front of the Tax authorities.
- ⊖ D must have resale Authorization (for goods resale) and/or ISO accreditation (for service resale).
- ⊖ D must request (or anticipate) payments from its customers in order to pay Tody. Possible cash flow problems.
- ⊖ D has to organize its own accounting, logistics and stock.
- ⊖ Since D's Customers buy at less competitive price, the volume sold should be lower, therefore also the achievement of the Bonus.

Distributor

Acting as Network Center Like (NCL) (sharing customers list with Tody)

- ⊕ Acting as NCL does not create conflict of interest in selling goods and service to the same customers.
- ⊕ NCL obtain Exclusivity protection for their network (independent from geographic location).
- ⊕ NCL does not need resale authorization or ISO accreditation.
- ⊕ NCL does not need to assume Tody's fiscal model/service and support in front of the tax authorities.
- ⊕ NCL does not need to recover money from their clients. No cash flow issues.
- ⊕ Since Clients buy at Tody's standard price, this should increase the volume sold by Tody and allow NCL to achieve faster the Bonus.
- ⊕ The Bonus products/services could be used by NCL for resale into the market or for acquiring new clients (e.g. offering FOC goods/services).
- ⊖ NCL cannot apply an extra margin over the established Tody's price to their clients network.

Acting as Distributor (D)

- ⊕ D will apply his own Margin over the established Tody's price.
- ⊕ The value or the FOC good obtained from the Bonus will be increased by the extra Margin that D usually applies to their clients.
- ⊖ Acting as D may create conflict of interest in selling goods and service to the same clients.
- ⊖ D clients may receive promotion campaign from Tody (no exclusivity protection).
- ⊖ D must assume Tody's fiscal model/service and support in front of the Tax authorities.
- ⊖ D must have resale Authorization (for goods resale) and/or ISO accreditation (for service resale).
- ⊖ D must request (or anticipate) payments from its customers in order to pay Tody. Possible cash flow problems.
- ⊖ Since D's Customers buy at less competitive price, the volume sold should be lower, therefore also the achievement of the Bonus.

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Responsible diagnostic. Since 1993.

30 years of experience
in the laboratory diagnostic field

Currently runs a diagnostic laboratory that produces and delivers different services:

- **External Quality Assessment Schemes** - EQAS: for Clinical Chemistry, Coagulation, Hematology, Hepatitis, Hormones, Infectious Diseases, Tumour Markers, Microbiology, Parasitology, Serology, Transfusion, ESR, Urine Chemistry and others
- **Raw materials for External Quality Control Schemes** - EQAS: a wide range of clinical trial samples
- **Reference Strains** intended for internal quality control in microbiology laboratories and other **Internal Controls** for biochemistry, coagulation, hematology, immunology and urine.
- **Laboratory Analysis**: for Allergies, Pathological Anatomy, Autoimmunity, Clinical Chemistry, Coagulation, Pregnancy Screening, Genetic Molecular Biology, Haematology, Hepatitis, HIV, Miscelaneous Hormones, Fertility Hormones, Thyroid Hormones, Immunoglobulins, Immunohaematology, Infectious Diseases, Tumour Markers, Neonatal Screening, Parasitology, Toxicology, Vitamins and others.

Currently provides different laboratory devices:

- **Reagents**: Clinical Chemistry, Coagulation, ELISA, Radial Immunodiffusion, LATEX, Microbiology, Blood Grouping, Rapid Tests, Stains & Dyes, Susceptibility Discs and Urine Strips & Readers
- **Disposables**: Vacuum Tubes, Needles, Containers, Swabs, Test Tubes, Loops, Tips, Pipettes, Microscope Slides & Coverglasses and others.

1993 **importing and distributing** laboratory products

2003 **performing medical analysis in our open services laboratory**, holding the **ISO 17025** and **ISO 15189** Accreditation

2007 **launch of our website** www.todylaboratories.com specialized in the laboratory diagnostic field

2012 **organizing External Quality Assessment Schemes (EQAS)** as notified administrator in the European Union

2016 **extending our portfolio of supplied reagents and consumables** and holding the **ISO 13485** Certification

2018 **supplying samples for proficiency providers** of External Quality Control Schemes (EQAS)



Tody Laboratories Int. SRL

ISO 15189, 9001, 13485
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