

Molecular Diagnostics (MDx)



Molecular Diagnostics is a collection of techniques used to analyze biological markers in the genome and proteome, and how their cells express their genes as proteins.

266K+

CLIA-certified labs in the US

*According to the CDC

~14B

Annual lab tests ordered in the US

*According to the CDC

\$11.5B

Estimated global MDx market size by 2023

*According to MarketsandMarkets™

Primary lab functions:

Serology | Clinical Oncology
Next-Gen Sequencing
Vaccine Development
Histology | Pharmacogenomics
Lab-Developed Testing
Infectious Disease | AMR

The standard molecular diagnostics workflow:



Proper sample **COLLECTION** is the foundation of the workflow. Sample types include saliva, blood, and sputum. Collection method depends on the type of diagnostic test.

TOP PRODUCTS:

Swabs
Tubes
Transport media
Specimen bags
Racks
Syringes
Collection kits

Nucleic acids are then **EXTRACTED** from samples using various methods, i.e. magnetic bead and spin column. Extraction plays a key role in things like viral load testing.

TOP PRODUCTS:

Microcentrifuge tubes
Deep well plates
Filter plates
Racks
Magnetic beads
KingFisher
Extraction kits

AMPLIFICATION produces more copies of isolated DNA/RNA, allowing for more accurate pathogen detection. Product needs will depend on test type (PCR, ELISA, etc.).

TOP PRODUCTS:

dNTP
PCR plates
Plate sealers
TAQ
Mastermix
Proteinase K
Amplification kits

Sample **DETECTION** needs can vary depending on whether your lab is focused on a single test type, or many at once. Thomas Scientific has products for any situation.

TOP PRODUCTS:

Thermal cyclers
Plate readers
Agarose
Dyes & stains
Reagents
Electrophoresis
ELISA kits

Improper **STORAGE** can jeopardize months of work and quickly send you back to square one. Labs storing samples over the long-term may require a custom solution.

TOP PRODUCTS:

2D tubes
2D racks
Freezers
Storage boxes
Cryovials
Decappers
Scanners

The Thomas Scientific Consultative Approach

~ A service built for scientists, by scientists ~

Our workflow experts build custom solutions for high-complexity labs. Contact us at MDxSupport@thomassci.com to schedule yours.

What your FREE consultation includes:

- 1-on-1 session with a Thomas MDx workflow expert
- Full evaluation of your lab's current processes & needs
- A full audit of supply chain risks to help solve workflow gaps
- Customized workflow solution

What makes our approach different:

- Our personalized expert service - more than just a distributor
- Our commitment to the ENTIRE workflow, not just products
- Our team of proven industry leaders and PhDs
- Our selection of innovative products

Strong supplier partnerships



Compatible tips for all automation platforms

Take things further with Vendor-Managed Inventory

Save time, reduce costs, and provide exceptional service with Thomas Inventory Management Solutions (TIMS). Five levels of service offered. Visit thomassci.com/vmi-services to learn more.

Thomas by the numbers

#1

National pure-play distributor serving science

81%

of sales in Life Sciences in 2020A

368

Total full-time employees

~1

Average days to ship orders

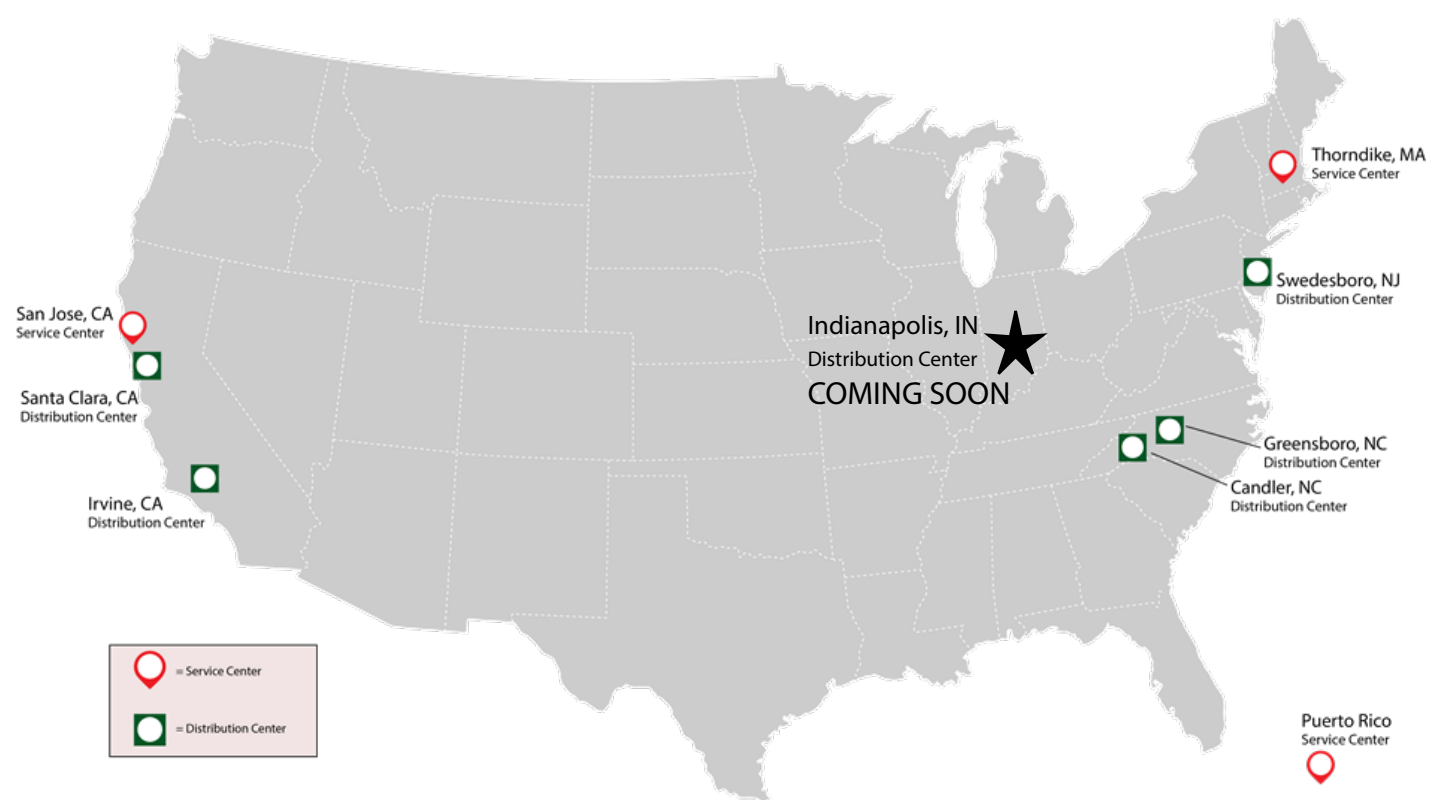
178

Field sales professionals in the US

~1M

SKUs across five product categories

Nationwide distribution network



SUCCESS STORY

A California university system lab was spending too much of their skilled labor resources on the simple task of mixing two solutions together.

We stepped in and created custom pre-mixed vials - so they could get back to high-level science.



SUCCESS STORY

A government laboratory was having a big problem with leaky sample collection tubes.

We aliquoted their media into IATA-certified tubes, then went the extra mile by creating full custom kits with sourced swabs, bags, and branded labels.



SUCCESS STORY

A large Northeast US medical center had their own transport media on-site, but nothing else - and needed to perform lots of tests in a hurry.

They shipped us their media, bought components from us, and we sent back individually-bagged kits.



SUCCESS STORY

A cancer diagnostics company was spending too much time separating out plate sealers, which usually come in packs of 100.

We sent them custom individual kits that included just 2 plate sealers each for quick and easy use.



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