

New Opportunities in Precision Diagnostics

Become a Reference Partner in the ALDO+ Network

With ALDO+, our innovative test kit platform, clinical laboratories can now offer precise hypertension diagnostics - regardless of their LC-MS infrastructure. Based on a single blood sample, ALDO+ enables a comprehensive laboratory assessment of the renin-angiotensin-aldosterone system in patients with (uncontrolled) hypertension.

Our **Prep'n'Ship™ model** enables seamless integration of ALDO+ diagnostics across a collaborative network of labs, clinics, and physicians. We have modularized the ALDO+ workflow into clearly defined steps - from blood collection to final reporting - and distribute them across a partner network of laboratories, clinics, outpatient centers, and physicians. Each partner contributes their expertise and infrastructure exactly where it creates value – and revenue. The result is a flexible, efficient, and value-generating system that makes precision diagnostics for hypertensive patients simple, fast, and broadly available.

The ALDO+ Workflow – Simple, Flexible, Scalable

- 1. Blood Collection & Logistics:** Easily performed by clinics, laboratories, medical logistics services, outpatient centers, or general practitioners.
- 2. Sample Preparation:** Using the ALDO+ preparation kit, samples can be prepared for analysis at laboratories, clinics, doctors' offices, or collection centers.
- 3. Transfer to LC-MS Lab:** Prepared samples and anonymized documentation are shipped to ALDO+ reference laboratories for analysis.
- 4. Mass Spectrometry Analysis:** Includes final preparation steps, LC-MS/MS measurement, and signal integration, optionally supported by local or cloud-based software for data evaluation and QC.
- 5. Interpretation:** Either internally by trained lab staff (cut-off/decision-tree based) or externally by ALDO+ trained laboratory physicians. Optional support via a digital interpretation tool.
- 6. Reporting & Result Delivery:** Standardized reports are generated and returned to ordering physicians, supported by digital tools for automation and traceability.

Prep'n'Ship™ Model for Laboratories

- + **For Labs with LC-MS:** Run the full ALDO+ workflow and gain access to prepared samples from non-LC-MS labs. The ALDO+ workflow is validated on Waters Xevo-TQ/S, AB Sciex 6500, and Thermo ALTIS+ systems. Maximize your LC-MS utilization and generate additional revenue by analyzing samples from partner labs.
- + **For Labs without LC-MS:** Offer advanced hypertension diagnostics without investing in LC-MS hardware. Collect and prepare samples for partner laboratories, expand your service portfolio, and generate new revenue streams.

Why Become a Reference Partner in the ALDO+ Network?

- + New revenue opportunities - Leverage your infrastructure and expertise.
- + Optimized efficiency - Maximize the ROI of your LC-MS investment.
- + Network expansion - Strengthen relationships with medical professionals, laboratories, and KOLs.
- + Pioneering role in precision medicine - Provide cutting-edge diagnostics that improve patient outcomes and make them regionally accessible.

The ALDO+ Prep'n'Ship™ Package for Laboratories

We provide comprehensive starter packages for Prep'n'Ship™ labs, including:

- + Recommended hardware (thermo-shaker and benchtop centrifuge)
- + QC and calibrator sets
- + Two Prep'n'Ship™ kits for 142 samples, including preparation, LC/MS injections, and interpretation support

Investment: Less than €25,000 for full setup, training, and services for the first 142 samples.

Return: Based on current market prices, this results in 2pprox.. €26,000 revenue – ensuring a rapid return on investment, depending on logistics and personnel costs.

After the setup phase:

- + Prep'n'Ship™ kits for 71 samples are available (€110 per sample, including kit, LC/MS injections, and interpretation support).
- + Interim materials are offered for smaller batches (QC sets, consumables, and kit components).

Join the ALDO+ Laboratory Network

Interested? Contact us to learn more about our Prep'n'Ship™ model. We will guide you step by step through the process and evaluate where your infrastructure and expertise can create the most value within the ALDO+ network.

We are also happy to connect you with existing partners such as labors.at, so you can gain direct insights from practice, exchange experiences, and obtain references.

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