

# APHL ID LAB CON Workshop – bioMérieux

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US Medical Affairs

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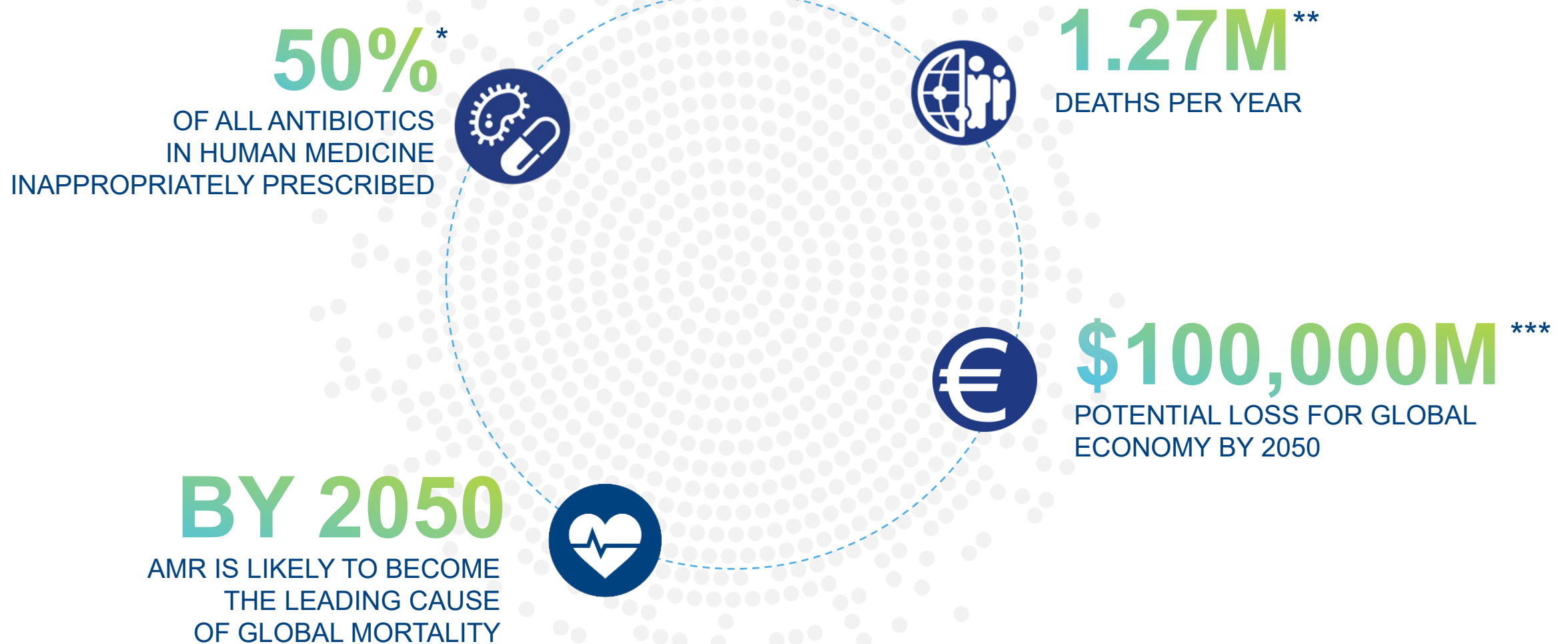
# DISCLOSURE

- I am employed by bioMérieux

**WHY DO WE CARE ABOUT  
ANTIMICROBIAL USE?**

**ANTIMICROBIAL RESISTANCE (AMR)**

# AMR FACTS AND FIGURES



# OUR PLEDGE TO CURBING ANTIMICROBIAL RESISTANCE

Providing **high medical value diagnostic solutions** to guide effective and rational use of antibiotics



Developing **innovative antibiotic susceptibility testing** and automated detection of resistance

Providing **actionable insights**, based on consolidated data to support medical decisions



Producing **education material and raising awareness** on the value of diagnosis and rational use of antibiotics.



**80%**  
OF OUR R&D BUDGET  
IS DEDICATED TO  
THE FIGHT AGAINST AMR

# GLOBAL BURDEN OF AMR IN 2019: A SYSTEMIC ANALYSIS

- AMR: Changes in organisms cause the drugs used to treat infections to become less effective
- Most comprehensive estimates of AMR burden to date
  - Bacterial AMR for 23 pathogens and 88 drug-bug combinations in 204 countries
  - 471 million individual records and 7,585 study-location-years
- 70% of AMR deaths attributable to fluoroquinolone and  $\beta$ -lactam resistance

Six leading pathogens associated with 73% of bacterial AMR deaths

1

*Escherichia coli*

2

*Staphylococcus aureus*

3

*Klebsiella pneumoniae*

4

*Streptococcus pneumoniae*

5

*Acinetobacter baumannii*

6

*Pseudomonas aeruginosa*

**MEDICAL AFFAIRS**

**WHO WE ARE**

# WHO WE ARE

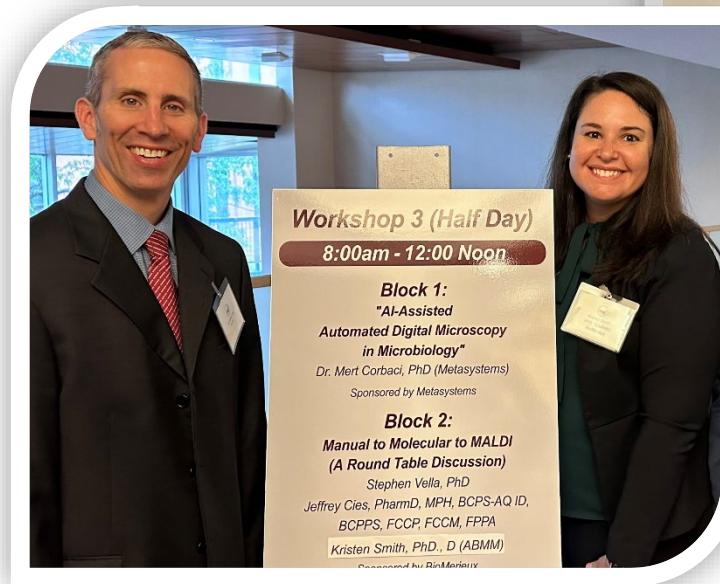
Professionals from a variety of clinical backgrounds –

- Pharmacists, Physician's Assistants, Clinical Microbiologists, Nurses

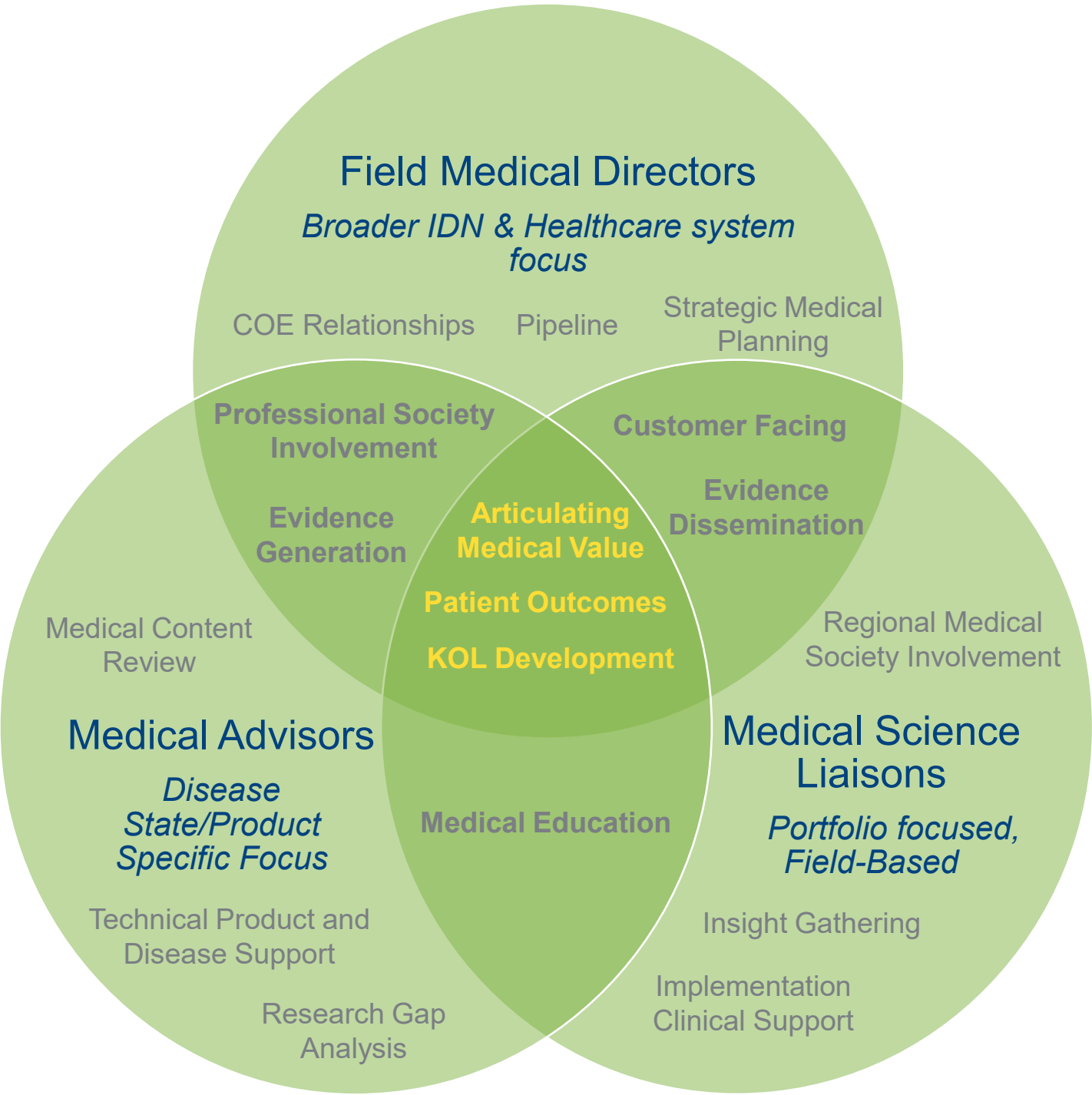
Medical Science Liaisons

Medical Advisors

Field Medical Directors



# SYNERGY



# OPPORTUNITIES TO PARTNER WITH MEDICAL AFFAIRS



**More Product & Disease State Advisory Boards**



**Investigator Initiated Research**



**Participation in bioMérieux Initiated Research**



**Regional and National Speaking Opportunities**

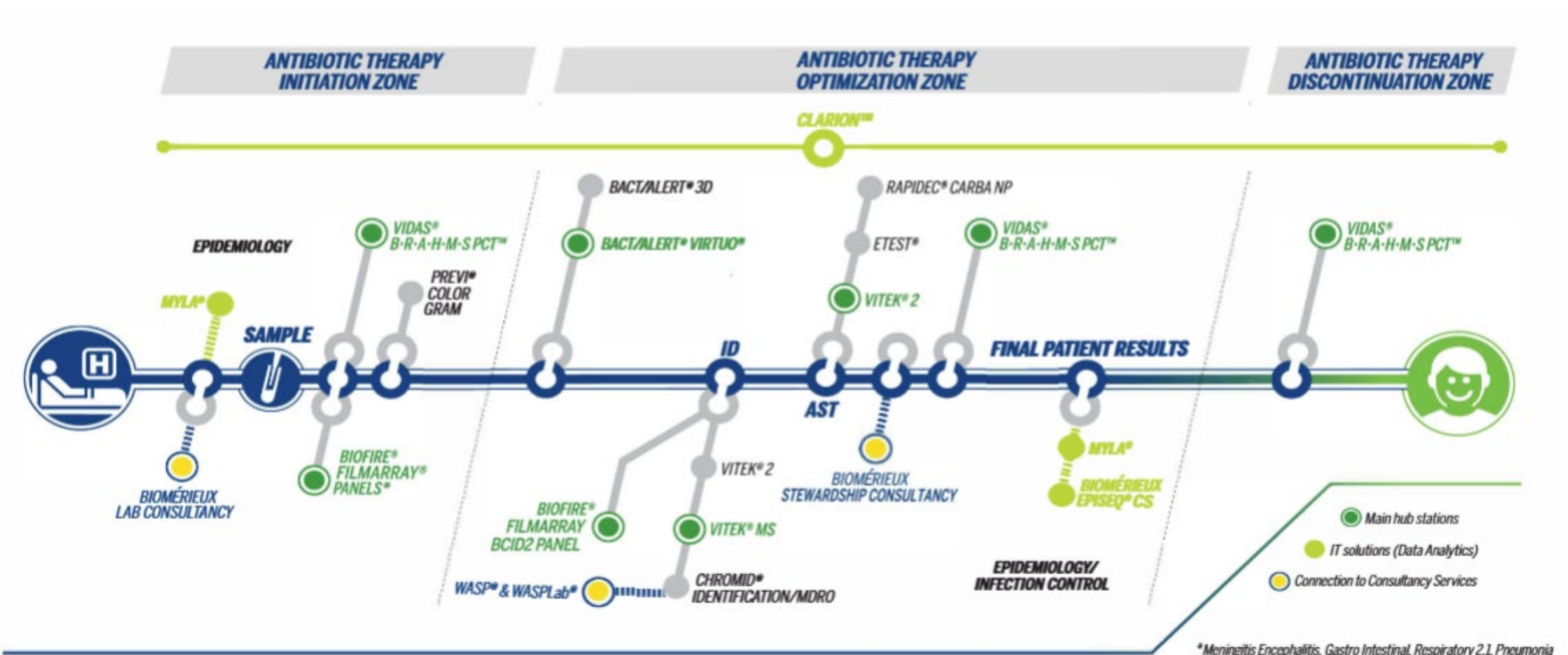
# PERI & POST LAUNCH STUDY PROGRAM



# **DIAGNOSTIC SOLUTIONS**

## **CURRENT AND FUTURE**

# Diagnostic solutions



# Diagnostic solutions



**BACT/ALERT® VIRTUO®**



**VITEK® MS**



**BIOFIRE®  
FILMARRAY®  
TORCH**



**VITEK® 2**



**VIDAS® B.R.A.H.M.S PCT™**



# MENU

 [Video: It Starts in the Lab](#)

## HOME

Over 60 Years of Commitment to Public Health

Overview of Products and Services

## DIAGNOSTIC SOLUTIONS

## MOLECULAR SOLUTIONS

BIOFIRE® FILMARRAY® TORCH System

BIOFIRE® Respiratory 2.1 (RP2.1) Panel

BIOFIRE® Blood Culture Identification 2 (BCID2) Panel

BIOFIRE® FILMARRAY® Gastrointestinal (GI) Panel

BIOFIRE® FILMARRAY® Meningitis/Encephalitis (ME) Panel

BIOFIRE® FILMARRAY® Pneumonia (PN) Panel

BIOFIRE® FILMARRAY® Tropical Fever (TF) Panel

BIOFIRE® Joint Infection (JI) Panel

BIOFIRE® SPOTFIRE® System  [Video](#)

BIOFIRE® SPOTFIRE® Respiratory/Sore Throat (R/ST) Panel

BIOFIRE® SPOTFIRE® Respiratory/Sore Throat (R/ST) Panel Mini

## MICROBIOLOGY SOLUTIONS

BACT/ALERT® VIRTUO®

BACT/ALERT® FAN® PLUS MEDIA

VITEK® MS PRIME

VITEK® 2 SYSTEM

VITEK® REVEAL™

WASP®

## IMMUNOASSAY SOLUTIONS

VIDAS® 3

VIDAS® 3 Menu

## DATA AND CONNECTIVITY

Information Management

## LAB CONSULTANCY

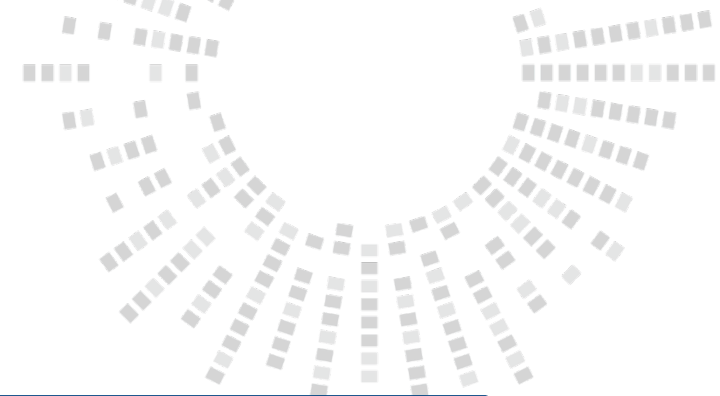
Our Commitment

## ANTIMICROBIAL STEWARDSHIP

Diagnostic Stewardship  
in the Patient's Journey  
through Antimicrobial Therapy

Legal Information

# MOLECULAR PIPELINE DISCUSSION\*



≤1yr-2yrs

Tropical Fever Panel

GI Mid-Plex Panel

Women's Health Panel

2yrs-5yrs

Sexual Health Panel

..And Beyond

Developing solutions to make labs the most efficient and provide the largest impact to patient care

Always updating BIOFIRE panels to make them the most clinically relevant

Investing in companies with new and/or novel solutions

\*All timelines are estimates and any potential future panel is subject to FDA review and approval

# MICROBIOLOGY PIPELINE DISCUSSION\*

New



2yrs-5yrs

VITEK PRO

VITEK REVEAL  
Gram Positive - Blood

Next Generation  
BACT/ALERT® 3D

..And Beyond

Developing data and IT solutions to make labs the most efficient and provide the largest impact to patient care

Always updating VITEK® and ETEST® to stay current with market and breakpoint changes

Investing in companies with new and/or novel solutions

\*All timelines are estimates and any potential future panel is subject to FDA review and approval



PIONEERING DIAGNOSTICS