

The logo features the word "Spectra" in a large, white, sans-serif font, with "At a Glance" in a smaller, white, sans-serif font directly below it. The text is centered within a blue circular graphic composed of overlapping, semi-transparent circles of varying shades of blue.

## Spectra At a Glance

Since 1982, Spectra Laboratories, Inc. has been leading the dialysis industry as the primary provider of renal-specific laboratory services. The company's state-of-the-art analytical equipment, automated specimen processing and reporting applications provide more than 41 million rapid and reliable test results annually, reaching over 149,000 renal patients along with 2,100 free-standing and hospital-based dialysis facilities across the United States. Spectra Laboratories also supplies central laboratory services to a variety of clinical trials through its Spectra Clinical Research division.

## Products & Services

### **Spectra Laboratories offers customers comprehensive services including:**

- Renal-specific testing
  - Chemistry, hematology, immunochemistry, microbiology, water and dialysate, therapeutic drugs and more
- Web-based ordering, reporting and data management
  - Averity® software application provides secure environment to order and review test results, monitor treatment programs and evaluate patient progress
- Clinical education—on-site training from Certified Nephrology Nurses, Renal Dietitians and Field Applications Specialists
- Dedicated customer service and technical support teams
- Coordination of STAT testing services with local labs
- Countrywide courier network for specimen pick up and delivery
- Managed care and billing programs
- Central laboratory services for clinical trials

## Differentiators

### **Spectra Laboratories distinguishes itself from other renal-specific laboratories in a variety of ways:**

- National infrastructure: Our bicoastal operations allow us to accommodate customers' unique workflows, schedules and processes, no matter where they are located.
- Voluntary accreditations: We go above and beyond to ensure that we deliver the highest level of quality. This involves the voluntary pursuit of accreditations from organizations such as The Joint Commission and College of American Pathologists (CAP).
- Specimen Shipping & Handling: Our nationwide courier network provides flexible specimen pick up and delivery times to accommodate customers' specific schedules. The courier service also replenishes supplies based on customers' individual needs.

Unlike other laboratories, we provide customers a unique and easy-to-use tray packaging system that is specially designed to protect the integrity of their specimens during transit.

Our comprehensive library of instructional posters and guides educate customers on proper specimen handling, packaging and shipping.

- STAT testing services: We coordinate STAT testing services with numerous local labs and hospitals throughout the country for those customers who need their test results within the same day.

- **Cutting-edge technology:** Our laboratory facilities always remain at the forefront when it comes to utilizing the latest technology platforms. We integrate advanced LabCell technology into a majority of our laboratory testing processes. This allows for full automation of specimen processing, assaying and data management. With this technology, we can deliver fast turnaround times and reliable results.

Our Web-based laboratory ordering, reporting and data management application, Averity provides customers a direct link to Spectra Laboratories. It is designed to simplify customers' workflow when it comes to scheduling draw events, ordering tests and accessing results.

- **Clinical Education & Training:** We place great emphasis on educating our customers on a routine basis. To reinforce the on-site training provided by our expert team of Certified Nephrology Nurses, Renal Dietitians and Field Application Specialists, we provide customers an extensive library of educational tools such as scientific bulletins, instructional posters and videos, online tutorials and Web-based seminars.
- **Comprehensive Managed Care Program:** We have a team dedicated solely to managed care contracting and reimbursement-related issues. Spectra is the preferred renal-specific laboratory provider for more than 115 managed care organizations.
- **Spectra Clinical Research:** We leverage our expertise in the renal industry to provide central laboratory services for clinical trials worldwide.

## Key Milestones

**2007:** Spectra expands its West Coast laboratory operations to Milpitas, CA  
Spectra expands its water testing facilities in Rockleigh, NJ

**2006:** Spectra completes its integration of Legacy Renal Care Group (LRCG) facilities  
Spectra expands its microbiology testing facilities in Rockleigh, NJ  
Spectra implements nationwide deployment of Averity application  
Spectra Clinical Research partners with INTERLAB to establish global network for clinical trial services

**1997:** Spectra becomes a wholly owned subsidiary of Fresenius Medical Care North America, the world's largest vertically integrated dialysis service provider

## Strategy

- **Set industry standard for unsurpassed laboratory services and technology solutions—**Spectra is dedicated to providing advanced solutions that streamline clinicians' workflow and promote quality patient care.
- **Secure strategic partnerships and acquisition opportunities—**Spectra is continually seeking new opportunities to expand our laboratory services to new health care-related markets.

## Management Team

### **Nicholas Brownlee, Ph.D.**

President  
Waltham, MA

### **Curtis Johnson**

Vice President of Operations  
& General Manager  
Milpitas, CA

### **Chinu Jani**

Vice President of Operations  
& General Manager  
Rockleigh, NJ

### **Anthony DeFranco**

Vice President of Sales, Marketing  
& Customer Service  
Milpitas, CA

### **Philip Hayden**

Vice President of Finance  
Waltham, MA

### **James Zazra**

General Manager  
Spectra Clinical Research  
Rockleigh, NJ

### **Andrew Eisman**

Executive Director, Business Development  
& Integration  
Waltham, MA

### **Cathleen O'Keefe**

Vice President of Government Relations  
& Regulatory Affairs  
Waltham, MA

### **Lori Guggino**

Vice President of Information Systems  
Rockleigh, NJ

### **Mimi Blair**

Executive Director of Human Resources  
Rockleigh, NJ

## Headquarters

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