

# Spotlight on Operational Excellence: A Deep Dive Into Reagent and Staffing Cost Savings Using Excelsior vs. VIP for Tissue Processing

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In the cost-conscious world of the clinical laboratory, we must scrutinize everything we purchase for necessity and quality. I was naturally looking at things from a cost perspective, but being a histology laboratory technician, I also was looking at making work in the laboratory more accessible and safer. These became my objectives to consider when evaluating the purchase of a new tissue processor.

Tissue Processing using the EpreDia™ Excelsior™ tissue processor **reduces reagent usage and laboratory technician exchange time versus the VIP.**

**Laboratories can save almost 3x the monthly reagent costs and laboratory technician time using Excelsior vs. VIP for tissue processing.**



“The Excelsior performs at a superior level, especially when you factor in all of its enhanced features. There were fewer reagent costs, less tech time, and better safety features. Combine these benefits, and you can see who the clear winner will be when you have to choose a new tissue processor.”

## Reagent Usage

Excelsior uses rotation technology to make the best use of the reagents. Instead of throwing out costly reagents, Excelsior uses them until they are exhausted. The reagent monitoring feature lets you know that it needs to move the worst reagents off of the machine and add a new reagent onto the machine. Doing this will significantly decrease reagent usage and technician time in maintaining the instrument.

### EpreDia Excelsior Tissue Processor

- Quality
- Consistency
- Ease of Use



Staffing time in the typical histology laboratory to maintain the tissue processor consists of weekly changing of formalin and cleaning reagents. By monitoring the specific gravity of the first alcohol, Excelsior alerts the operator when reagents are exhausted in advance with the innovative technology. At this point, the instrument automatically changes the reagents and alerts the laboratory to replenish them with fresh reagents.



Epredia's ready-to-use 5L color-coded reagents promote operational excellence.

**No dumping or filling of reagents limits the technician's time and allows the focus to be on patient samples vs. maintenance.**

Safety Features	Excelsior	VIP
Filtered Reagent Storage (Tech Safety)	X	X
Alarms for Malfunctions (Patient Care)	X	X
Tech-Free Reagent Removal (Tech Safety)	X	
Monitors Reagent Quality (Patient Care)	X	
Down Draft Ventilation when Opening Lid (Tech Safety)	X	

Excelsior provides the most up-to-date and extensive safety features of any routine tissue processor on the market today for a fraction of the cost.

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