Future CRM and Reference Method Needs

Who is using CRMs and why?

• Assay manufacturers
• Reference laboratories
• Clinical laboratories
  o End user of assay kit
  o Laboratory developed tests (LDTs)
• Research laboratories
  o Funding requirements, clinical trials
  o Method validation and publication
• Instrument vendors
  o Kits for immunosuppressant drugs, 25OHD, others
Distribution of SRM 972

- Commercial Testing Labs: 63%
- Instrument Manufacturers: 10%
- Hospitals and Medical Centers: 9%
- Universities: 8%
- Clinical Diagnostic Manufacturers: 4%
- Resellers: 3%
-Government (US, Foreign): 2%
-Miscellaneous: 1%

Total of 1610 units sold in 2 years
Distribution of SRM 972

- **Universities**: 47 (23%)
- **Hospitals and Medical Centers**: 75 (36%)
- **Clinical Diagnostic Manufacturers**: 22 (11%)
- **Resellers**: 5 (2%)
- **Miscellaneous**: 19 (9%)
- **Instrument Manufacturers**: 11 (5%)
- **Commercial Testing Labs**: 19 (9%)
- **Government (US, Foreign)**: 10 (5%)

**Total of 208 Customers**