

The specimen has been taken and everybody is waiting...

The physician needs diagnostic confirmation, and the patient *doesn't* need an agonizing wait for the results. That means the sample has to get to the reference lab—STAT—without loss of specimen integrity. Who can you trust with that kind of responsibility? FedEx Express.®

We don't take that job lightly. We know lives can hang in the balance, and that you need the timeliness, precision, reliability, visibility, security, and accountability of a best-in-class transportation provider. That's FedEx Express.



Meet turn-around times that deliver quick returns.

We understand the nature of your business—i.e., that precise analysis and the return of your results to the physician are key to optimal patient care. That's why you can depend on FedEx Express to help you fulfill your customers' turn-around needs. FedEx Express provides:

- Speed, precision, and reliability.
- Operational excellence that consistently delivers high service ratings.
- Early-morning delivery and late pickups for greater flexibility.
- Accessibility and convenience through drop boxes and retail outlets that allow after-hours shipping in the event you miss your scheduled pickup.



To learn the condition of the patient, ensure the condition of the specimen.

Tissue, blood, bone marrow, DNA/RNA, and other biological specimens—these are not easy samples to collect. Some are even irreplaceable, and each has its own shipping requirements. Rely on FedEx Express to get your shipments where they need to be, when they need to be there, and in the condition they need to be in. The FedEx transportation portfolio includes:

- Fast, accurate express service for your day-to-day needs.
- Specialized knowledge to help you keep compliant with the applicable regulations for infectious substances and other biohazards.
- FedEx Clinical Pak,® providing clear, leakproof plastic overwrap for safe and secure shipments of non-infectious clinical specimens and bodily fluids.
- FedEx professionals who are specially trained in the care and handling of the specimens and materials they pick up and deliver.



Your specimens will run, but they'll never hide.

In a business where you need to track everything carefully, FedEx information technology and reporting tools keep you fully informed with:

- Web-based tools that give you full monitoring capability and documentation.
- End-to-end visibility for precise tracking, proactive event notification, and access to help with problem resolution so you can manage client expectations.
- FedEx consignee billing to help control operating costs and earn higher volume-based discounts.



Expand your business by expanding your reach.

The more comprehensive your customer network, the more opportunities you have to develop your business. FedEx gives you the capability to serve the maximum number of customers, both inside and outside your local market. Now you can grow beyond your regional boundaries in order to achieve the optimal utilization of your lab resources. With FedEx Express® you can:

- Ship time-sensitive parcels long distances overnight so that even results from distant clients can come back within your critical turn-around time window.
- Ensure that parcels in high-volume shipments and samples shipped in aggregate reach their individual destinations with pinpoint accuracy.
- Leverage the convenience of late pick-up times, Saturday delivery, and FedEx retail outlets to achieve higher service levels and to meet your commitments to your clients.



The business of saving lives.

Medical diagnostics may deal with critical health issues, but it's still a business, and it's getting more competitive. Customers expect higher service levels, regulations become more complex, pricing pressures rise, technologies evolve, and the marketplace demands increased speed, accuracy, and efficiency. Consequently, the reference labs that prosper will do so like any other successful business—by reducing costs, increasing profits, and continuing to meet and surpass customer expectations.

All of which can be accomplished by simply choosing FedEx Express.