

Who is Neoteryx?

Neoteryx is a medical device company that researches, develops, and manufactures microsampling devices for the remote collection of blood and other bio-fluids. Their flagship device, the Mitra[®] Microsampler is a simple, convenient alternative to traditional, phlebotomy-based blood-draws that delivers high quality, precise samples for laboratory analysis. Mitra microsamplers can be used by anyone, anywhere, virtually eliminating the need for most clinic-based blood draws. By taking blood collection out of the clinic, Neoteryx is enabling patient-centered telemedicine and supporting virtual studies in research science.

What is Mitra[®]?

The FDA Class 1, CE / IVD Mitra[®] Microsampler is a specimen collection breakthrough. It combines the best of traditional blood sampling, dried blood spot cards and microsampling technology into an easy-to-use, remote specimen collection device. Mitra has applications in drug research, clinical trials, precision medicine, patient-centered care, and public health studies that reach under-served regions and beyond.

What is VAMS[®]?

VAMS[®] technology, or Volumetric Absorptive Microsampling, is currently available via a product called the Mitra[®] Microsampling device, which is manufactured and distributed by Neoteryx. This technology allows a scientifically precise volume of blood (or other bio fluid) to be absorbed on the device sampling tips for lab analysis.

When was the Mitra device launched?

VAMS[®] technology was incubated at Phenomenex (now a Danaher company) between 2010 and 2015. During this time, research and development of the technology was conducted in cooperation with several leading global pharmaceutical companies. Mitra[®] devices, powered by VAMS technology, were actively launched in early 2016.

Is the Mitra microsamplers an FDA-listed medical device?

Yes, the Mitra microsamplers is registered at the U.S. Food and Drug Administration (FDA) as a Class 1 Medical Device (D254956). The device is also registered with Health Canada, and as a CE / IVD in the European Union.

Where is the Neoteryx headquarters, and are there other satellite offices?

Neoteryx headquarters are in Torrance, California, and include multiple buildings for research, development, manufacturing and administration. Additional offices are located in the United Kingdom and the Netherlands to support customers in Europe and other parts of the world.

How many people does Neoteryx employ?

Neoteryx has nearly 100 employees.

What products does Neoteryx sell and to whom?

Neoteryx sells its Mitra[®] blood collection devices to research and healthcare professionals. Mitra is available in lab-centered formats for high throughput lab processing, and patient-centered formats for providers and clinical researchers to deploy to patients and trial participants. Self-sampling and assisted sampling are easy and convenient with the user-friendly Mitra Clamshell and Cartridge formats. Users can streamline sample accessioning and extractions processing with 96-Autorack formats. Neoteryx also offers customizable Mitra Blood Collection Kits that include instructions and all supplies required for remote collection by anyone, anywhere, anytime. No training or healthcare professional is necessary.

What industries use the Mitra with VAMS technology?

Mitra devices with VAMS technology are used in the pharmaceutical industry for drug discovery & development, clinical research & diagnostics, clinical trials (virtual trials), academic research studies, lab analysis, healthcare for telehealth (remote patient monitoring), public health surveys, veterinary medicine and animal research, and any study where there's a need to collect biological fluids for analysis. More than 100 peer-reviewed articles validate the use of Mitra in a range of applications. A current list is [available here](#).

Where are Mitra products manufactured?

All Mitra devices are manufactured by Neoteryx in the United States.

Who are Neoteryx's customers?

Neoteryx serves a range of customers in research science and healthcare, including Clinical Reference Labs (e.g., Quest Diagnostics, Synlab), Pharmaceutical Companies (e.g., UCB Biopharma, AstraZeneca), Clinical Research Organizations (e.g., Altasciences, Covance, York Bioanalytical), Government Research Institutions (U.S. National Institutes of Health/NIH, NIAID, NHS), Teaching Hospitals & Academic Research Groups (e.g., Cedars-Sinai, University of Rochester CTSI, Mayo Clinic, UC San Diego Health Sciences), Healthcare Systems (e.g., Wake Forest Baptist Health), and many more.

What is the company's distribution model?

Neoteryx sells its devices and technology via a direct sales force globally directly to scientific, research, and healthcare organizations. For South Africa, Mitra devices are available through Neoteryx's distributor, Separations.