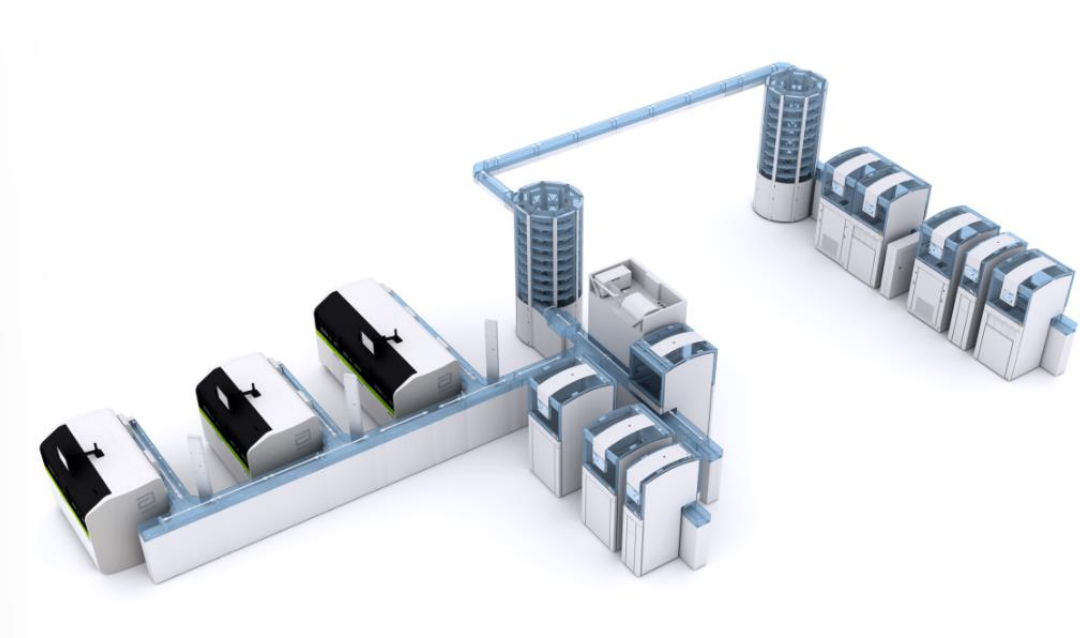
Big 4 Corporate Development

The Big 4 will each go ahead independent of TCRA, to pursue profitable DLA clinical lab automation business interests. Each Big 4 will independently develop their own DLA using TCRA intellectual property. Each Big 4 will have a much-improved line of products to sell, simpler and much easier to service, yet they are responsible for ensuring royalties flow back to TCRA, and thereby to themselves.

Big 4 investments in DLA development are only an investment in time and energy. Once the DLA announcements are made, TCRA shares will be very valuable. Big 4 will sell a tiny percentage of their huge TCRA holdings after the DLA announcements to fully fund all DLA development costs upfront.

As Big 4 DLAs compete for market share, they will enter a wonderful new era for the global clinical lab industry. Clinical labs can look forward to much improved operations with DLA. The Big 4 will cause a historic improvement in clinical lab performance.



The four TLA track systems on the market today just automate sample flow. Reagents, cuvettes, pipet tips, fluids and other supplies have to picked from the lab supply, refrigerators and storeroom. Lab techs then carry these analytic items out to large expensive clinical analyzers - install them, uninstall them, dispose them. TLA systems are not even close to total lab automation. TLA was pioneered by Abbott 30 years ago and **sample only automation** became the direction total lab automation took. Now, with billions of dollars of sunk costs, it is ‘unthinkable’ for the BIG 4 to pivot and develop true total lab automation with full automated storage, delivery, retrieval and disposal of items. In retrospect this ‘road not taken’ should have been taken 30 years ago.

Disregarding the patents for the moment. Let’s say Abbott does decide that automating all analytic items is the way to go in a future line of analyzers. It would be straightforward for their engieers to implent a DLA. Unlikely, they would forgo **$80 billion** in royalties. They will make use of the TCRA IP. And, DLA is a major opportunity for Big 4 to increase their market share. 90 smaller companies make and sell automated benchtop clinical analyzers that run specialized lab tests with specialized reagents not made available on TLA. At ADLM 90 small booths are promoting their own proprietary analyzers and reagents. There is an opportunity for the Big 4 to offer these companies space on their DLA, like Apple Store offers to app developers, These small companies would no longer have to manufacture and sell benchtop analyzers. Their market access would now be global. Their tests would generate royalties for the Big 4 and for charity. Almost certainly Big 4 would rollup these companies and get revenues from reagent and supply sales, not just rent on their DLA. Big 4 could increase their market share up close to 100%.

FDA. DLA will be a godsent for the FDA. There are 3000 or more unregulated LTDs, lab directed tests, being used clinically or in development, many state of the art and of great future benefit to diagnostics. By mandating they be developed and run on a DLA, the FDA could monitor and regulate their development and use very adequately and cost effectively with AI.

Note that BIG 4 will not make any more money from DLA automation than they do already. But now billions of dollars of royalties are major motivation for them to switch the world to DLA. Plus the huge human benefit from saving the Rh babies.