

Talk Track — PathFinder Connect Lab & Tracie (GBO)

ADLM 2026 partner talk track: connecting Tracie preanalytics data with PathFinder Connect lab visibility

Use with the one-page workflow.

Objective for ADLM 2026 with Greiner: position PathFinder Connect and Tracie as a connected visibility story that helps labs see sample status from collection through in-lab automation, while staying clear about what is available today versus what is on the roadmap.

1. Frame

“A sample moves through one journey, but the systems behind that journey are often fragmented. Collection, transport, accessioning, and analyzers may each sit in separate systems, making real-time sample visibility difficult. PathFinder Connect gives the lab one view across its equipment. With Tracie adding collection and transport data before the sample reaches the lab, that visibility extends from the first touch through the in-lab journey.”

2. Opportunity

- The sample lifecycle is one continuous journey; the software supporting it is fragmented across vendors and stages.
- Data sits in isolated systems — collection, transport, middleware, and analyzers — so many labs lack a holistic, real-time view of sample status across the full journey.
- The stakes are well documented: the preanalytical phase is where the largest share of total testing errors originate (*Plebani et al.*).

Framing note: *the issue is disconnected data, not the people. Keep it about silos and the sample journey — never staff capability.*

3. Where Tracie fits (before the lab door)

Tracie, powered by Greiner Bio-One, digitizes preanalytics in two modules:

- **Tracie Collect** — guided collection with barcode-scan sample identity, pre-barcoded tubes, and capture of draw time and collector.
- **Tracie Transport Monitoring** — chain-of-custody events (pickup, courier, check-in) and continuous temperature logging per bag or per sample, with excursion alerts; supports traceability expectations associated with ISO 15189 and ISO 20658.

For our purposes, Tracie is a source of sample-level data — not patient data.

4. What data flows into PathFinder Connect Lab

Sample-level records only:

- Tube / sample ID
- Collection timestamp
- Chain-of-custody events (pickup, courier, check-in)
- Temperature log and excursion alerts
- Sample condition / quality flags
- ISO 15189 / 20658 traceability metadata
- **No patient identifiers cross the boundary.** If asked: Tracie holds the patient linkage on its side; PathFinder Connect receives only sample data.
- The data can reach PathFinder Connect Lab before the physical sample is accessioned — **giving advance visibility of what’s inbound.**

5. What PathFinder Connect Lab adds

- Real-time view of sample status and equipment across the in-lab journey, from accessioning onward.
- Integration and monitoring — PathFinder Connect surfaces status and traceability; it does not take over sample routing, which stays with the lab's existing systems.
- Built on a vendor-neutral architecture; v1 supports Brooks equipment, with third-party integration on the roadmap.

6. The joint value (end-to-end)

"You get one continuous chain of custody — from draw, through transport and check-in, into accessioning and across your automation — in a single view."

"Advance visibility: you can see condition and temperature history before a sample is even accessioned, so exceptions surface earlier."

"Traceability that supports your ISO 15189 quality requirements is captured from the first touch, not reconstructed later."

"Sample condition travels with the sample as data, so there are fewer surprises downstream at the analyzer."

7. The strategic proof point (third-party hardware & software)

- Tracie demonstrates how a third-party software source can contribute sample-level data into a shared lab visibility view.
- The same architecture is designed to connect third-party hardware — third-party analyzers, instruments and IoT devices, for example.

"Whether it's another vendor's software or another vendor's system, PathFinder Connect is built to bring that data into one view. Tracie is the software proof point; a third-party analyzer or instrument is the hardware one — without asking you to rip out middleware or standardize on a single vendor."

8. Guardrails & objection handling

- **"Is this available now?"** PathFinder Connect Lab v1 supports Brooks equipment. Tracie integration and broader third-party connectivity are roadmap capabilities, so present them as direction, concept, and partner opportunity rather than current product availability. Use: *"Built on a vendor-neutral architecture, with third-party integration on the roadmap."*
- **"What about patient data / privacy?"** Only sample-level data flows to PathFinder Connect — no patient identifiers. Tracie holds the patient linkage on its side.
- **"Does PathFinder Connect control the workflow?"** No. It provides visibility and monitoring; control remains with the lab's existing systems.

9. Discovery questions to open the conversation

- Today, can you see where a sample is in real time from collection through to the analyzer and beyond? Where does that visibility break?
- How do you capture and act on transport temperature or chain-of-custody issues before accessioning?
- How many separate software systems does a sample touch before it reaches an analyzer?
- Which third-party instruments, software systems, or data sources would be most valuable to bring into a shared visibility view?

Source: Tracie product literature, Tracie Healthcare Solutions GmbH (powered by Greiner Bio-One) — "Your Digital Assistant in Preanalytics," Digital Process brochure (rev00, 26 Jan 2024); and "Ensuring Sample Integrity from Collection to Analysis — Transport Monitoring," flyer (rev00, 09/2024). www.tracie-health.com

9. Tracie data representation in PathFinder Connect for ADLM

Mock-up data received from Tracie shown within PathFinder Connect Lab's incoming tube details:

