

# Spectra At a Glance

Spectra Laboratories, Inc. is the leading provider of renal-specific laboratory services. Spectra utilizes state-of-the-art analytical equipment, automated specimen processing, and reporting applications to provide rapid and reliable test results to clinicians. Spectra also supplies central laboratory services to a variety of clinical trials around the world through its Spectra Clinical Research division.

## Historical Facts

**Founded:** 1982

**Acquired:** July 1997, by *Fresenius Medical Care North America* – the world's largest integrated dialysis service provider

## Laboratory Headquarters

Milpitas, California, USA  
Rockleigh, New Jersey, USA

## Senior Management

Nicholas R. Brownlee, Ph.D., President  
(Waltham, MA)

Curtis Johnson, VP of Operations  
& General Manager (Milpitas, CA)

Chinu M. Jani, VP of Operations & General  
Manager (Rockleigh, NJ)

Anthony DeFranco, VP of Sales, Marketing  
& Customer Service (Milpitas, CA)

Philip Hayden, VP of Finance  
(Waltham, MA)

James Zazra, General Manager, Spectra  
Clinical Research (Rockleigh, NJ)

Andrew Eisman, Executive Director,  
Business Development & Integration  
(Waltham, MA)

Cathleen O'Keefe, VP of Government  
Relations & Regulatory Affairs  
(Waltham, MA)

Lori Guggino, VP of Information Systems  
(Rockleigh, NJ)

Mimi Blair, Executive Director of Human  
Resources (Rockleigh, NJ)

## Division(s)

Spectra Clinical Research  
(Rockleigh, NJ)

## Services Overview

Spectra's services include:

### Dialysis Related Testing\*

*Specialties include:*

Chemistry; Hematology; Immunochemistry;  
Microbiology; Peritoneal Equilibration  
Testing (PET); Serology; Therapeutic Drugs;  
Water & Dialysate testing

*Dialysis Calculations include:*

Urea Reduction Rate (URR)  
Hgb x 3, Ca\*Phos  
Kinetics – quick, full, and actual KT/V

**Avery®** – Web-based ordering, reporting,  
and data management application

**Clinical Education** – Certified Nephrology  
Nurses and Renal Dietitians provide  
on-site training

**STAT Testing Services** – Coordination of  
STAT testing services with local laboratories

**Courier Network** – Nationwide specimen  
pick up and delivery services.

### Managed Care & Billing

**Programs** – Compliance with federal  
and state laws and regulations related  
to ESRD billing

**Clinical Trial Management** – Includes  
testing, study coordination, and reporting  
of results for full-scale trials

## Core Customers

Spectra Laboratories: Freestanding  
and hospital-based dialysis facilities

Spectra Clinical Research: Pharmaceutical,  
biotech and medical device companies

## Laboratory Testing Statistics

More than 41 million tests performed  
each year; more than 149,000 renal  
patients tested

Approximately 2,100 facilities served

## Accreditations & Certifications\*

The Joint Commission

College of American Pathologists (CAP)

Clinical Laboratory Improvement  
Amendments (CLIA)

California Clinical Laboratory License

New York State Environmental Laboratory  
Approval Program (ELAP)

## Employees

Approximately 800

## Contact Information

Spectra Laboratories, Inc.  
525 Sycamore Drive  
Milpitas, CA 95035

8 King Road  
Rockleigh, NJ 07647

Phone:  
800-433-3773 (Milpitas, CA)  
800-522-4662 (Rockleigh, NJ)

Spectra Laboratories Web site:  
[www.spectra-labs.com](http://www.spectra-labs.com)

Spectra Clinical Research Web site:  
[www.spectraclinicalresearch.com](http://www.spectraclinicalresearch.com)

\*Visit the Spectra Laboratories Web site for a complete listing of tests and accreditations.



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