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Commercial conflict between Beckman Coulter and Quidel to Sell BNP Directly

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Beckman Coulter plans in the future to sell a BNP directly to its customers.



Beckman Coulter Diagnostics helps healthcare and laboratory professionals provide better patient care by delivering the accurate diagnostic information whenever they need.

To further these goals, Beckman Coulter plans in the future to sell directly to its customers a natriuretic peptide assay for its Access Family of Immunoassay Systems.

Currently, Beckman Coulter customers have access to a BNP assay which, although developed and manufactured by Beckman Coulter, is sold exclusively by Quidel and its designated distributors.

Quidel took over this commercial role as a result of its recent transaction with Alere.

Now, Beckman Coulter requested to San Diego courts in California about, clarify and enforce Beckman Coulter's rights to sell a natriuretic peptide assay directly to its customers.

While this legal matter is being resolved, Beckman Coulter's production and supply of the TRIAGE® BNP assay to Quidel and Quidel's customer relationships are expected to continue.

Therefore, customers can rely on Beckman Coulter for continued and ongoing supply of high-quality BNP.

Beckman Coulter believes that when efficiency and clinical outcomes are improved then patients benefit also improves. With that strong confidence they take healthcare forward for every person.