

STRENGTHENING THE BONDS FOR 20 YEARS





**Together, we celebrate 20 years of fulfilling our purpose in Canada:
to enhance the health and well-being of pets, people and livestock.**

Our innovative solutions are designed to help you solve complex medical problems, and we are proud of our continuing role in supporting Canadian practices and our work towards developing the veterinary profession.

With a strong commitment to education, leading edge diagnostics and intuitive information management solutions to support practice growth, the strong bonds we have developed in Canada are aligned with yours. By leveraging technology and information in partnership with advanced medical professionals, we help practices deliver the best possible care while fostering strong, lasting relationships with clients.

Peter Mosney
Director and Country Manager
IDEXX Canada



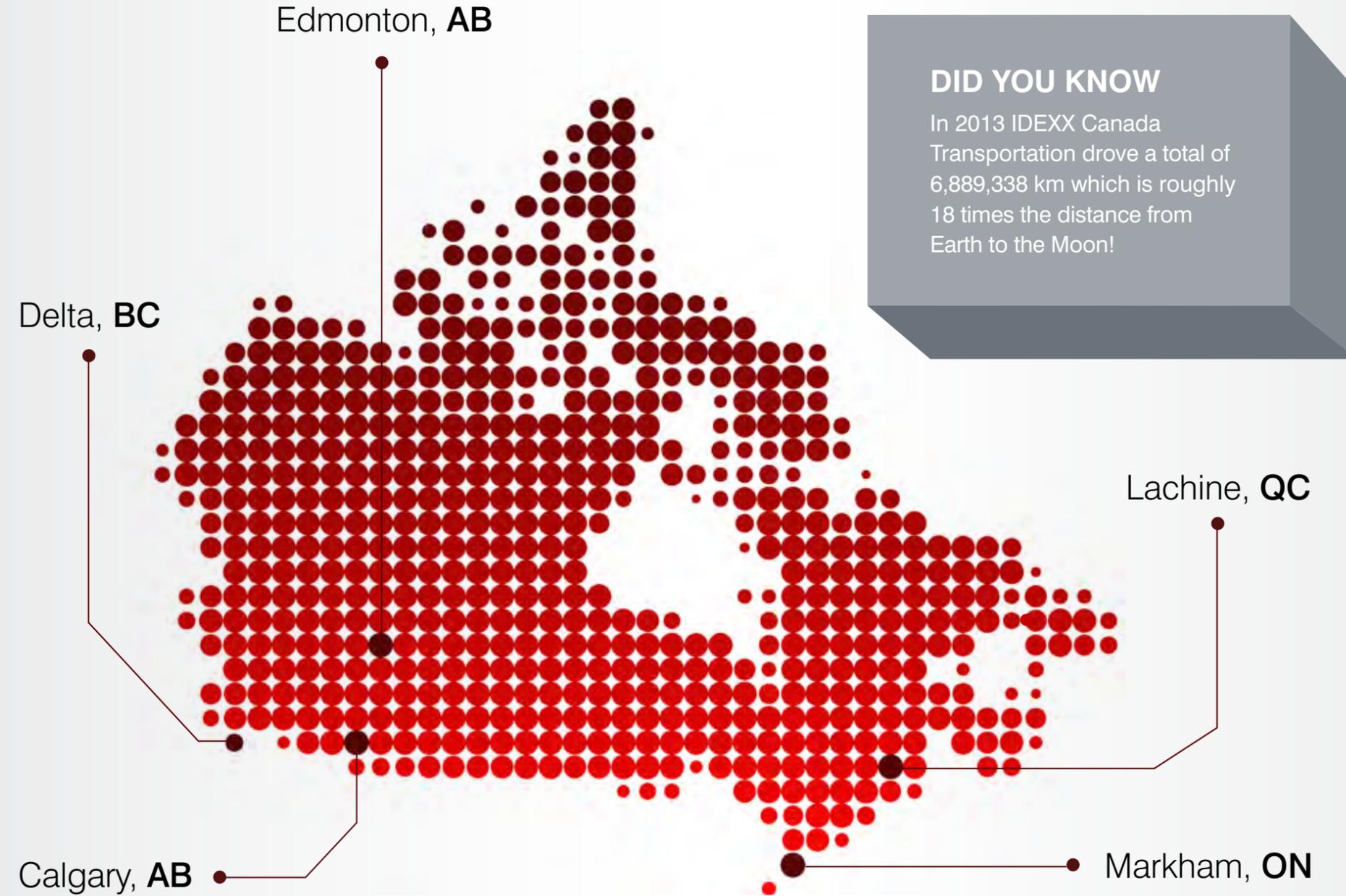


IDEXX REFERENCE LABORATORIES

With over 240 Canadian employees we strive to deliver more to our Canadian clients using:

- A comprehensive diagnostic menu and convenient, flexible services
- Easy access to in-depth feedback from board-certified experts
- Innovative new tests, exclusively from IDEXX
- Convenient options for test ordering and delivery of results

We value a strong commitment to ensuring quality service and results that veterinarians can feel confident in. To ensure this commitment to quality our Canadian Reference Laboratories have been ISO 9001 registered since 2000.



DID YOU KNOW

In 2013 IDEXX Canada Transportation drove a total of 6,889,338 km which is roughly 18 times the distance from Earth to the Moon!



IN-HOUSE DIAGNOSTICS

Revolutionary speed, accuracy and precision allow you to share results and recommendations with clients face-to-face.



IDEXX VetLab® In-House Analyzers

Our analyzers offer comprehensive, flexible and accurate real-time results for efficient work flow and better patient management with the IDEXX VetLab® Station.



Digital Imaging

Our Digital Imaging systems provide fast results so that you can make your diagnosis sooner. All of our systems can be fully integrated with leading practice management software to simplify work flow, electronically download image requests and results and automatically capture charges.



SNAP® Tests

Our expanding array of SNAP® Tests with ELISA technology, proven to be superior for diagnostic sensitivity and specificity, offer actionable results, every time.

DID YOU KNOW

IDEXX provides highly-trained field support representatives, offering complimentary in-clinic analyzer support, product demonstrations and staff training.



INFORMATION MANAGEMENT SOLUTIONS

We offer an extensive range of systems to manage practice efficiency, patient records and financial information.



INFORMATION MANAGEMENT SYSTEMS

Our Cornerstone® and DVMAX® information management systems are continuously advancing to meet your changing needs. Cornerstone's Compliance Assessment Tool™, Enhanced Medical Notes and Electronic Whiteboard are just some of the growing features that allow your practice to overcome barriers and achieve your goals.



VETCONNECT® PLUS

With VetConnect® PLUS and the VetConnect® PLUS Mobile App you can see all of a patient's diagnostic data together on one screen. Easily compare in-house results to reference laboratory results and see up to 10 years of historical data. By clicking on an analyte you have the capability to see automatically created trending graphs that help you quickly spot abnormalities for individual patients.

DID YOU KNOW

Cornerstone® was ranked as the easiest Practice Management System to use among leading Practice Management Systems*

*According to a 2012 American Animal Hospital Association Survey



CELEBRATING 20 YEARS IN CANADA



**IDEXX Laboratories
Canada Corporation**



- **SNAP® Canine Parvovirus Ag Test**
- SNAP® Reader Analyzer
- Cornerstone® (PIMS)
- Cardiopet®/Radiopet®, Inc. (now known as Telemedicine)



- **LaserCyte® Hematology Analyzer**
- SNAP® *Giardia* Test
- VetStat® Electrolyte and Blood Gas Analyzer



- **IDEXX VetLab® Station**
- Spec cPL® Test
- SNAP® 3Dx® Test
- First Canadian Reference Lab
- IDEXX-DR™ 1417 Digital Radiography System
- IDEXX VetLab® UA™ Analyzer



- **Coag Dx™ Analyzer**
- SNAP® cPL™ Test
- EquiView® Radiography System (Equine)
- SmartLink® Technology
- SNAP® 4Dx® Test



- **Catalyst Dx® Chemistry Analyzer**
- RealPCR™ Lab Opens
- IDEXX-CR™ 1417 Digital Imaging System
- SNAP® Feline Triple® Test
- Spec fPL® Test
- Cardiopet® proBNP Test
- SNAPshot Dx® Analyzer

DID YOU KNOW

IDEXX has spent over \$400 million in new product development in the last 5 years.

1984 - 1993

- **VetTest® Chemistry Analyzer**
- SNAP® Canine Heartworm Ag Test
- SNAP® *Borrelia burgdorferi* Ab Test
- VetLyte® Electrolyte Analyzer
- SNAP® FIV/FeLV Test



1994

1995-2001

2002-2005

2006

2007

2008

2009

- **IDEXX Learning Center**
- VetConnect®
- IDEXX-Direct®
- LabREXX® Software
- Urine P:C Ratio for Catalyst Dx® Chemistry Analyzer
- IDEXX SmartService™ Solutions



2010

- **ProCyte Dx® Hematology Analyzer**
- IDEXX I-Vision CR® Digital Radiography System



2011

- **I-Vision Mobile™**
- SNAP® Total T4 for the SNAPshot Dx® Analyzer
- SNAP® fPL™ Test
- IDEXX.ca Web Site



2012

- **Pet Health Network®**
- STEPs™
- Phenobarbital for Catalyst Dx® Chemistry Analyzer



2013

- **SNAP Pro™**
- IDEXX I-Vision DR® Digital Radiography System
- VetConnect® PLUS
- SNAP® 4Dx® Plus Test
- GREER® Aller-g-complete®
- Pet Health Network® 3D
- PetDiseaseReport.com



2014



- **Catalyst One™ Chemistry Analyzer**
- Digital Dental
- SNAP® Feline proBNP
- Pet Health Network® Pro
- Fructosamine on Catalyst Dx® and Catalyst One™ Analyzers

- Ringworm RealPCR™ Panel
- Aller-g-detect™ Allergy Preliminary Panel
- GREER® Aller-g-complete® Drops
- Total T4 slide for Catalyst One™ Chemistry Analyzer



EXPERT FEEDBACK & SUPPORT

We offer a wide array of consultation options as well as exceptional customer support to meet your needs.



Consultations

Our over 90 board-certified veterinary specialists and pathologists are always available for complimentary consultation on both Reference Laboratory and In-House Analyzer results. We have veterinarians and academicians available to support your practice in various areas including Avian & Exotics, Dermatology, Oncology, Internal Medicine and Pathology.



Customer Support

Our highly trained customer support agents work to help provide the most value for your practice—increasing revenue, care standards and client loyalty. Our agents are available to take your call 7 days a week and work late hours to ensure they are there when you need them most.



Telemedicine

Our board-certified telemedicine consultants offer an understanding of the specialized medicine behind each expert evaluation, well beyond a detailed report. We offer telemedicine consultations in the areas of Radiology, Cardiology, Ultrasound, Exotics and more.

DID YOU KNOW

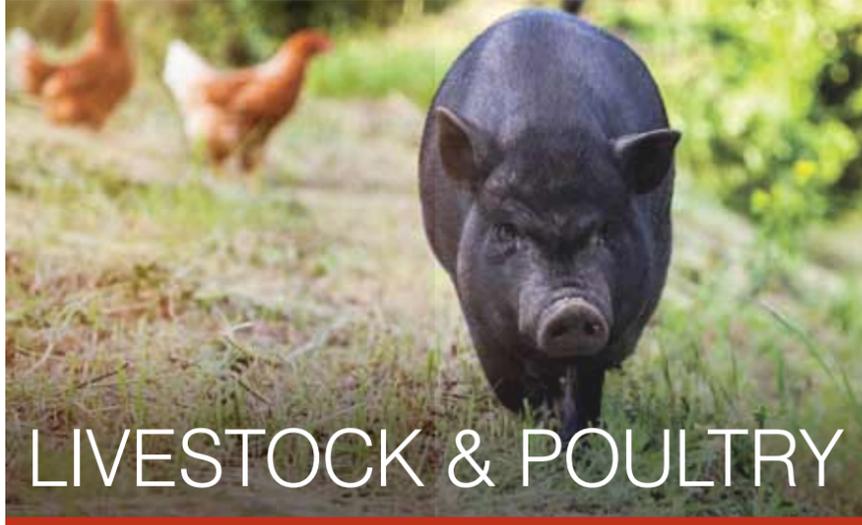
On average, our reference laboratory customer support agents answer over 500 calls daily and roughly 87% of those calls are answered within 30 seconds!





LIVESTOCK & POULTRY, DAIRY & WATER DIAGNOSTICS

People across Canada depend on IDEXX to ensure the health of herd and flock animals, and provide milk and water safety.



LIVESTOCK & POULTRY

IDEXX provides tests, instruments and software to help produce reliable results for more than 50 of the most prevalent livestock and poultry diseases.



DAIRY TESTING

We deliver peace of mind to farmers across Canada by producing tests for some of the most common residues and contaminants found in dairy products.



WATER QUALITY

Communities across Canada rely on IDEXX water-testing solutions for the safety of their drinking water. We also provide testing for wastewater to ensure environmental safety and security.

DID YOU KNOW

IDEXX helps to ensure that 18 million Canadians have access to safe drinking water every year.



WAYS WE HELP OUR CLINICS GROW

We understand that the experience your clients have with your practice today can be the difference between loyalty and lost contact.

We continue to offer services that will help strengthen the connection between your client relationships, your patients' health and the health of your business **before, during** and **after** every patient visit.

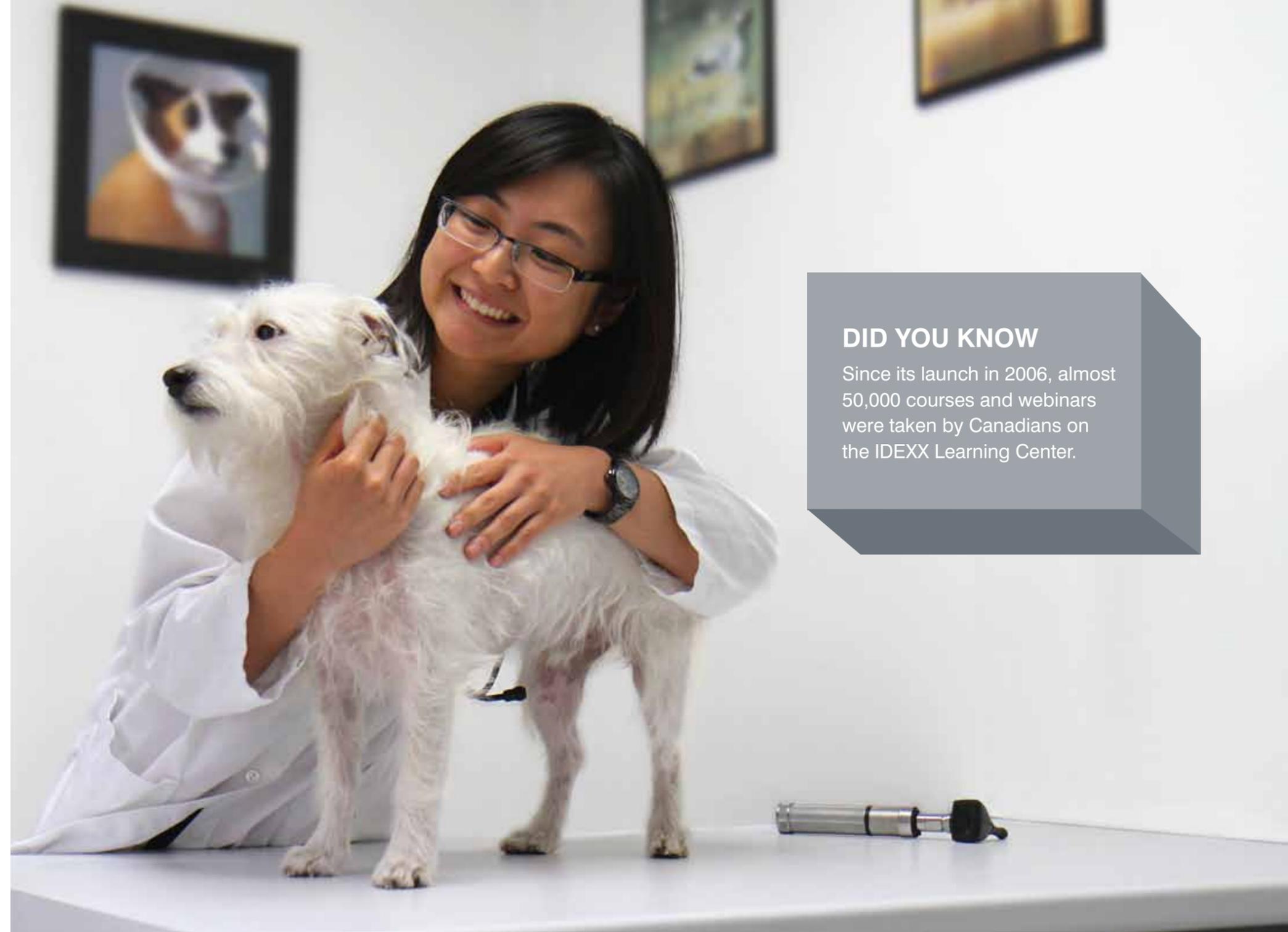
PetDiseaseReport.com



IDEXX **Learning Center**

IDEXX Pet Health Network® 3D

IDEXX Practice Solutions™



DID YOU KNOW

Since its launch in 2006, almost 50,000 courses and webinars were taken by Canadians on the IDEXX Learning Center.



Strengthen the bonds™

IDEXX Canada is committed to offering solutions that help your practice invest in the bonds that matter most:

- Between Pets and Owners
- Between Practice and Patients
- Between Practice and Clients
- Between Veterinarians and Staff



Learn more at idexx.ca



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