

DIESSE's new Management Accounting System

Stefano Marchese, C.E.O.

The operating systems are one of the hidden assets of a company, that are able to influence the long-term ability of a business to maintain its going concern.

In this respect, a good management accounting system is oriented to meeting the decision-making needs of employees and managers inside the organization and, therefore, can become a source of competitive advantage for a company.

Here in DIESSE, we are rethinking the basis and the logics behind our management accounting system.

We are moving from the traditional approach to management accounting to a more innovative and strategic one, using the SAP platform.

We are confident that such cultural evolution in measuring financial and non-financial performance will benefit our clients and the stakeholders at large.

A new addition to Chorus menu : Calprotectin

Mario Tognini, Product Manager

Lower abdominal symptoms – such as pain, diarrhea and bloating – are common and are usually due to irritable bowel syndrome (IBS), a troublesome condition that interferes with activities of daily life but which does not have serious consequences. Around 10% of the population have symptoms suggestive of IBS ,although only about half consult their general practitioners (GPs). The symptoms of IBS can resemble those of inflammatory bowel disease (IBD), mainly Crohn's disease (CD) and ulcerative colitis (UC). These diseases have serious complications, including a high risk of complications requiring surgery and an increased risk of colorectal cancer.

Irritable bowel syndrome is often diagnosed on the basis of signs and symptoms, without a need for further investigations, but distinction from IBD on clinical grounds is often not possible. Distinguishing between IBD and IBS has often required referral to specialist care for colonoscopy, an invasive and unpleasant investigation requiring sedation, usually carried out on a day case basis. Some centers have reported that > 60% of colonoscopies in younger patients have been normal, and in retrospect, not necessary.

Calprotectin is a protein released by the white blood cells involved in inflammation of the bowel. It is stable in faeces and can be quantitatively measured by laboratory tests indicating inflammation in the bowel.

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DIESSE's check-up

Catia Perazzolo, Accounting Department

Every three months, DIESSE makes a check-up in order to see if it is financially and economically healthy. Here are the results of its last check-up, referred to the period September 30, 2015 compared to September 30, 2014:

(€ k.)	3Q2015	3Q2014	2Q15/2Q14
Sales	€ 15.891	€ 16.870	94%
EBITDA	€ 3.316	€ 3.103	107%
EBIT	€ 1.781	€ 1.739	102%
Net income	€ 632	€ 719	88%
Equity at the end of the period	€ 7.942	€ 8.226	97%
Net financial position at the end of the period	€ 9.346	€ 11.388	82%

Alternating school-work programs in Diesse

Grazia Dal Maso, Production Manager

Diesse has always valued the needs of its territory ; for this reason the company still invests in a mutual cooperation with school and university. The high level of know-how, developed by a large group of senior experts in those technologies existing in the company , allowed the institution to involve Diesse in projects with the aim to strengthen the connection between education and the work world. Teachers and organizations have worked shoulder to shoulder to develop a more attractive and more qualified study program. Students and graduates have experienced and are experiencing the company life upgrading their skills. Such kind of approach results in something not simply given to the students but something in which they participate, permitting personal growth, acquiring confidence in problem solving and becoming open minded to new experiences and situations.

News on ESR automation

Michele Meloni, Diagnostic Systems and Instruments R&D Director

This year the items focused on exploring the whole life cycle of the product, always in connection with the organization and its policy . The students, deserving and receiving Diesse total attention, have had the opportunity to spend their time in all the areas of the company .The students entered in the world of an in vitro diagnostics manufacturer, from the research and development to the final product , going through all the intermediate steps. Bacteria, viruses, antibodies, plastics, products, their related production process, with their controls and standardization became practice and turned into a concrete work experience. The connection between theoretical knowledge and real practice became life experience. As an active partner in this educational path in cooperation with school and university Diesse is also called to give lectures and to evaluate the quality of the education.

The stronger this mutual cooperation is, the more students and graduates will gain skills to guarantee the future.

VES⁺MATIC⁻ CUBE TRACK THE SMART SOLUTION FOR ERYTHROCYTE SEDIMENTATION RATE COMPLETE AUTOMATION



On 9th and 10th December 2015 were installed two Ves Matic CubeTrack instruments at DNU lab in Aarhus, Denmark, the second biggest laboratory in the country.

The installation was carried out directly by the staff of Diesse Diagnostica Senese instruments R&D dept (Italy) and Siemens Denmark.

With this installation, Diesse has officially joined the field of laboratory automation



TOTAL INTEGRATION OF ESR IN LABORATORY AUTOMATION SYSTEMS

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DIESSE Diagnostica Senese SpA has developed the kit Chorus **Calprotectin** that allows the quantitative determination of Calprotectin in stool extracts.

Stool samples are collected by means of a dedicated device, the Coprocollect that is used for collection, transportation and extraction of the samples.

The eluate from the Coprocollect can be directly pipetted into the sample well in the Chorus Calprotectin device.



Continuous modernity

Gabriele Monciatti

Regulatory Affairs Manager - Q.C Head - Logistic dept coordinator

Usually, a company comes from a new, or at least innovative idea, is structured with enthusiasm, engages in all areas to achieve its goal. This enthusiasm that sustains in the beginning, however, is fatally destined to fade, with a human comparison the company "grows up". Here comes the real challenge, this is the point where flashes in the pan are distinguished from the companies built on solid foundations, those with a future. But how to avoid being overwhelmed by management problems, or how to avoid resting on the laurels of a first and ephemeral success? A popular proverb says "A company must grow or die, there is no middle ground."

A company who wants to safeguard its future must never get tired of rethinking about itself, critically review its processes, be ready to adapt itself to different moments and situations, that is, living in a "Continuous modernity".

DIESSE history is full of such moments of change and why not, growth! The last challenge we are facing to keep our "Continuous modernity", is the one proposed by the new ver-

sion of **ISO 9001: 2015**. DIESSE has been ISO 9001 certified for many years but, true to its philosophy of never considering its goals as "reached" has faced **ISO 13485**, the "**Vision 2000**", the 2008 version of ISO 9001, etc. consolidating its management system more and more. What do we expect from this new edition of the standard rule, which step forward does it offer? The step of extreme awareness, of the carefully balanced management of risks and opportunities, of the attention to every (*indeed every!*) stakeholders. 2015 version is in fact focused on the primary need to carefully define the stakeholders so that, beyond its profit, the company can be really a messenger of well-being for the environment and the whole community. The other fundamental point of the change of the management system proposed by the rule is the pervasiveness of "**risk-based thinking**" in any time of the company life and the rigor with which such analysis has to be carried out before any decision is taken.

It will not be an easy challenge but DIESSE has already dedicated his experienced staff to analyze the ISO 9001:2015 and to prepare its implementation in the most effective way. We are determined to quickly reach a new milestone of effectiveness and efficiency that allows us to maintain our leadership and to continue to boast of our "Continuous modernity".

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NEWS FROM THE WORLD

UNITED ARAB EMIRATES

Come and visit us



25 - 28 January 2016

Dubai International Convention & Exhibition Centre

STAND Z5G21

SINGAPORE

Come and visit us



22 - 24 March 2016

The Sands Expo and Convention Centre

STAND M49 Hall A

UNITED ARAB EMIRATES

An event will take place in Dubai on the occasion of the Arab Health: a cocktail party to show our Distributors our latest news:

- ✓Automatized Chorus
- ✓ New kits under development
- ✓ Automated system for direct agglutination tests
- ✓Ves-Matic Cube 25

CHINA

Come and visit us



17-20 APRIL 2016

ARGENTINA November–December 2015

As announced in Nr. 4 – November 2015 issue of our Newsletter, the first Technical and Specialist training course focused



on our Chorus and Vesmatic/Ves Matic Cube lines held in Latin America took place from 30 November until 4 December 2015 in Buenos Aires, Argentina with the participation of 30 specialists and engineers from 9 different countries. We would like to express our most sincere thanks to our Distributor **Bio Diagnostico S.A.** in the person of Mr. Carlos Penelas and Mrs. Laura Mercapide, and to all the people of the company, for their support and kindness. They helped us in making this event such a success.

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