



Elevating care with Zoetis Virtual Laboratory

Meet the clinical specialists dedicated
to enhancing your veterinary practice



Transforming veterinary care with Zoetis Diagnostics

Every day you bring your best to work. Your staff, your patients, and your clients rely on you. You're pulled in many different directions with competing priorities, and sometimes, it's a lot to carry.

We get it. That's why Zoetis Diagnostics has developed an integrated suite of products and services for veterinarians to help facilitate the best medicine.

If you've used Vetscan Imagyst®, you already know the benefits of having an artificial intelligence (AI) and digital cytology powerhouse in your clinic. But do you know that you can receive cytology results reviewed by a board-certified pathology expert in about two hours?¹ Do you also know that Zoetis offers Virtual Laboratory — a powerful online solution connecting point-of-care diagnostics, reference laboratories, and specialist support for finding answers quickly?



Those answers come from our global network of clinical experts who offer remote support to help you diagnose and treat patients.

Whether you need fast answers about digital cytology results from a clinical pathologist, a second opinion from an internal medicine specialist, or expert insights from an oncologist, Zoetis Virtual Laboratory is here to help.

Meet two Zoetis doctors who are bringing specialized medicine to your clinic

Dr. Caitlyn Martinez is one of our clinical pathologists working for you and your patients. She says that Zoetis Diagnostics is bringing specialist-level medicine directly to your clinic, which is a huge benefit.

“ I really think the difference between time and distance separates the specialists from the veterinarians. At Zoetis, we're right there, even though it's virtually. But if you're referring a patient to a specialist, or if you're sending samples into a lab, you're spending a lot more time with those processes than you do with our consultations through Virtual Laboratory.”



Caitlyn Martinez
DVM, MS, DACVP

Dr. Lisa Hann is one of our internal medicine specialists. She says there are multiple advantages to Vetscan Imagyst and the Virtual Laboratory by Zoetis, including consultations.

“ One of the biggest benefits is that consultations offer support – and an extra set of eyes or a second opinion. This is huge for busy and sometimes overwhelmed veterinarians. I love being able to help them move more quickly and more thoroughly through their patient care. It's nice to know we can be a source of calm, support, and information through difficult cases.”



Lisa Hann
DVM, DACVIM (SAIM)



An integrated suite of products and services available to every Zoetis Diagnostics customer

Virtual Laboratory, through ZoetisDx, is a powerful online platform that connects and interprets information from point-of-care diagnostics, reference laboratories, and veterinary specialists, and it's available on your schedule. This allows you to improve diagnostic workflow, manage more patients in less time, and benefit from specialist insights for those challenging cases.

With Virtual Laboratory, you're not alone

Virtual Laboratory addresses many of the diagnostic frustrations veterinarians experience, including long turnaround times, unavailable or inaccessible experts, and siloed results.

Remote consultation services are available to all Zoetis Diagnostics customers using the ZoetisDx platform.

- If you need an additional expert review of Vetscan Imagyst AI results, upload your patient's test results to our team of pathologists.†
- For complex cases, consult with our network of global clinical specialists, such as dermatology and oncology, to discuss results and clarify a path forward at no additional charge.*

A team of experts in your corner

Whether they're consulting with doctors within their specialty or across specialties, both Dr. Martinez and Dr. Hann talk about the value of teamwork.

Dr. Martinez says, "When veterinarians request clinical consultations, they're often getting the expertise of a whole team. We're always consulting each other on cases, especially cases that are particularly challenging, to ensure patients are getting the best possible care."

No matter where the Virtual Laboratory specialists are, they can connect virtually with other Virtual Laboratory consultants and share cases through the ZoetisDx platform.

"This means they can look at the same slide at the same time, which makes collaboration easy and fast. And that can increase the confidence in our recommendations" says Dr. Hann.

Changing the way you get clinical cytology results

If you're used to waiting – sometimes days – for clinical cytology results, you understand how inefficient and time-consuming traditional cytology can be.

Vetscan Imagyst is powered to change the way you get cytology results by offering you results in about two hours¹, improving your workflow and getting the answers your patients need fast.



From cytology sample collection to consultation

1

Collect the sample

When your patient needs cytology, the first step is to collect and prepare the sample for the Vetscan Imagyst.

2

Scan the slide with the Vetscan Imagyst

Using the Vetscan Imagyst, scan the processed cytology sample.

3

Clinical cytologist reviews the case and responds

A cytologist receives the sample image, "...and interprets results in about two hours", says Dr. Martinez. A Vetscan Imagyst Cytologic Evaluation Report is then provided to the veterinarian.

4

Consult with specialists to develop a treatment plan

Complimentary clinical consultations with board-certified specialists are available to discuss the results and a path forward for complex cases.

Benefits of Zoetis Virtual Laboratory consultations – for you and your patients

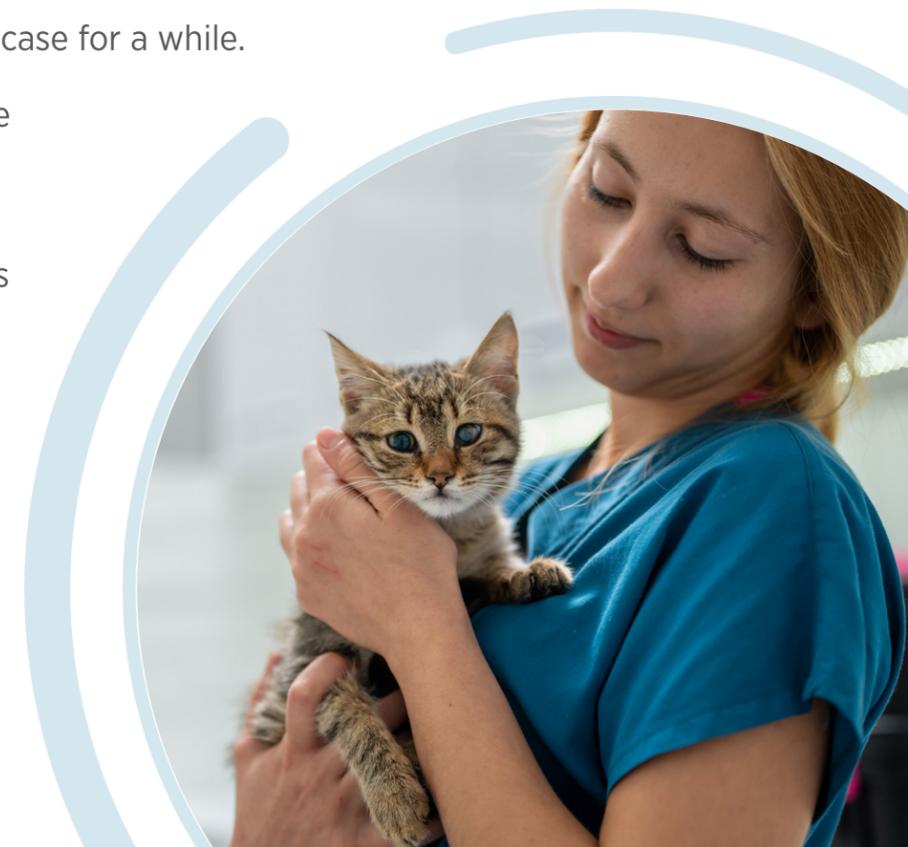
We provide specialist-level care that helps you diagnose and treat patients from the very first appointment.

As Dr. Hann and Dr. Martinez mentioned, one of the benefits we offer through Virtual Laboratory consultations is access to clinical specialists – when and where you need them – throughout your patient's diagnosis, treatment and beyond.

Dr. Martinez says she welcomes communication from veterinarians. "When I'm doing consultations, it's a balancing act between giving too much information and not enough, so I love it when veterinarians reach out to me to ask for more information."

One thing veterinarians and consulting specialists love is the relationships they can build with each other. Dr. Hann talked about how she's been consulting on a challenging case for a while.

"I recently helped diagnose a rare condition, and now I'm helping with the treatment process. This happens regularly, and sometimes veterinarians I'm working with request additional consults with me. It's nice to be able to provide ongoing support, especially for cases that are strange and can be overwhelming."



We're here for you, your patients, and your practice

In addition to benefiting your patients, Vetscan Imagyst and Zoetis Virtual Laboratory consultations also offer advantages for you and your practice.



Remote expert support

Having access to virtual specialist consults - and flexible scheduling - is a value veterinarians rave about.



Diagnosis and treatment from the very first appointment

Fast, accurate results can give you confidence to make a diagnosis and develop a treatment plan quickly, sometimes while your patients are still in the office.



Streamlined workflows and increased revenue streams

By offering a diagnosis and/or treatment options to your patients at the very first appointment, our Virtual Laboratory specialists can improve your workflow, increase efficiency, and even generate additional revenue streams to boost your bottom line.



In-house specialized medicine

Keeping your patients in your clinic is helpful too. Rather than sending them out to see specialists, you can offer them specialized medicine in-house, often much more quickly. Dr. Hann says, "We can help veterinarians provide specialist access through their general practice rather than needing to send their patients elsewhere."



A more affordable option for clients

Dr. Hann recognizes that complimentary specialist consultations can also benefit pet owners who would like the opinion of a specialist but can't afford it. Accessing specialists through Virtual Laboratory consultations is a more affordable way to get these consults and additional ideas about how to manage difficult cases.

ZOETIS DIAGNOSTICS

LOOK DEEPER

Diagnostic insights to elevate care

Take a closer look: www.zoetisdiagnostics.com

Connecting your practice to diagnostic results and insights to help you see solutions more clearly

You already trust Zoetis to bring your patients the medications they need. Now you've got Zoetis Diagnostics, bringing you products and services that make your job easier while providing your patients the personalized care they need quickly.

Virtual Laboratory delivers deeper diagnostic insights through a uniquely integrated in-clinic and online workflow, enabling you to make fast, confident treatment decisions.

Whether you need Vetscan Imagyst digital cytology results in about 2 hours¹ or a second opinion by an Internal Medicine specialist, Virtual Laboratory is here to help. Supported by a global network of board-certified specialists, Virtual Laboratory analyzes and advises on your terms — allowing you more time to care for your patients and providing the best possible outcomes. And that's what it's all about.

Interconnected. Efficient. Fast. Reliable. Zoetis Diagnostics helps you make diagnoses and treatment decisions sooner so you can deliver individualized care from the very first appointment.

*The use of Vetscan® Fuse plus at least one Zoetis Diagnostics instrument or service, such as Vetscan Imagyst®, is required.

† Option to send a digital slide image to our network of clinical parasitologists or pathologists as needed. Parasitologist review of AI results is complimentary. Additional charges may apply for pathologist review.

References

1. Data on file, Study No. TI-08898, 2022, Zoetis Inc.

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