

# ANNIVERSARY NEWSLETTER

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## Rapid STAT® - a success story: A millionfold proven solution!

In January 2005, MAVAND Solutions GmbH went into business being a small company distributing drug tests only. Nowadays, MAVAND Solutions GmbH independently develops, manufactures and distributes its own products around the world. Over the last decade, the Rapid STAT® was used over two million times!

### History - The beginnings of MAVAND Solutions GmbH:

In 2004, Ina Matallana Kielmann, representing MAVAND Solutions as Managing Director, was offered the exclusive distribution rights for urine and saliva drug tests in Europe by a US-American company.

Due to the keen competition and therefore low prospects of success, she decided not to accept this offer. However, during the ROSITA Congress in November 2004, it was revealed that no saliva test provided the required sensibility with regards to THC; therefore, the use of saliva drug tests was not recommended to police task forces and other security forces.

This recommendation of the ROSITA Committee led to Ina Matallana Kielmann's decision to go eventually into business: *"If no competitor is able to offer a satisfactory saliva drug test, the whole story is at its beginning - no matter how big the company is."*

### 2005 - Start of the OralSTAT® distribution:

The establishment of MAVAND Solutions in January 2005 only based on the exclusive distribution of drug tests, manufactured by a US-American company. MAVAND immediately initiated roadside testings in cooperation with the police during which the American product named "OralSTAT®" features lots of difficulties regarding the detection of drugs of abuse, especially THC. MAVAND redesigned the test from beginning 2005 until July 2005 to technically enable the test kit to detect drugs of abuse. In addition, this was confirmed by the Institute for Forensic Medicine at the University in Mayence and, moreover, by the police in Belgium. The first results showed that it is possible to detect any drug in a very sensitive way - THC included. However, there had always been malfunctions up to important levels even for high concentrations. At the same time, the test still provided too many sources for errors. After the first results obtained during the ROSITA Congress in Baltimore end of 2005, MAVAND decided to fully revise the test kit.



### 2006 - Start of development of the Rapid STAT®:

In 2006, the Rapid STAT® was born. The first auspicious measurements were already carried out together with the Saarland police in autumn 2006. In spring 2007, the first success was achieved with the completion of the first version of the Rapid STAT®.

**The product name Rapid STAT® was registered and the Rapid STAT® method was patented.** For the first generation, MAVAND still used the collector of the American company although the results obtained with this collector revealed difficulties regarding its saliva absorbency. Additionally, there were still false negative results - even for higher concentrations. For this reason, MAVAND took the decision to use a new sample collector. Besides, the first version of the incubation housing was improved once more.



### 2007 - Product launch of the Rapid STAT®:

In the beginning of 2007, the new micro fibre sample collector was finally introduced. This newly developed sample collector is equipped with a unique micro fibre which enables the efficient absorption of saliva which may probably contain substances of drugs of abuse. Contemporarily, the Clip System was introduced for an easy one-handed handling of the Rapid STAT®.

The new buffer bottle was launched providing also a more comfortable handling since the sample collector



Can be rinsed much easier. At this point in time, the Rapid STAT® reached a sensitivity of 25ng/ml (THC).

### 2008 - Development of the MAVAND production:

The results at the Forensic Institute in Mayence confirmed that the Rapid STAT® is able to detect concentrations which are correlating to blood concentrations of 1ng/ml (THC). MAVAND already assumed full responsibility for the Rapid STAT® product at this stage; the American company only supplied single components. The whole technical Know-How as well as the quality controls were already in 2008 performed at 100% by MAVAND in Germany. For this reason and of course also to be able to better control the production processes, MAVAND decided in 2008 to terminate the contract with the American partner and to manufacture the test kit on its own.

### 2009 to 2011- Further enhancements and successes:

In the following years, MAVAND was able to achieve enormous successes with the Rapid STAT®: MAVAND prevailed over its competitors in the national tenders in Poland and France and was awarded the exclusive supply agreement to the police in these countries. Numerous other countries such as Spain, Italy, Great Britain, Switzerland and Scandinavia make use of the Rapid STAT® in the field of police task forces, security forces or workplace testing. Additionally, the military police of the German Armed Forces decided for MAVAND's Rapid STAT® in 2010; in 2011, MAVAND was awarded a contract for the exclusive supply.



2011 brought about the next important phase of success:

The Rapid STAT® reached a cut-off value of less than 5ng/ml using real THC samples. Besides, the housing was also modified to enable an even better handling. Owing to these improvements, MAVAND was able to win the national tender of the police in North Rhine-Westphalia.

### The MAVAND team says Thank You:

*"The further developments of the Rapid STAT® and its success are to be attributed first of all to the police. We spent many nights testing the Rapid STAT® together with the police on the occasion of traffic controls. We were and will be pleased to get their feedback and suggestions for improvements to put them into practice. We wish to say Thank You to the Institutes for Forensic Medicine who performed many confirmatory analyses of Rapid STAT® and therefore contributed with their results to the continuous enhancements of the Rapid STAT®."*

*We will of course keep on refining our Rapid STAT® in 2012 - MAVAND will be pleased to keep you updated about the latest news!*



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