Grifols Signs Cooperative Agreement for Commercialization of Immunohematology Diagnostic Products in the US

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BARCELONA, Spain, Feb. 22, 2011 /PRNewswire/ -- Grifols, a global healthcare company and biopharmaceutical manufacturer based in Barcelona, Spain has entered into a long-term cooperative agreement with the diagnostics business of Novartis for the commercialization of select Grifols' diagnostic products in the US. Under the terms of the agreement, Novartis will market and distribute Grifols' immunohematology instruments, assays and other products following US regulatory approvals. The agreement also covers semi-automated pre-transfusion diagnostic products made by Grifols subsidiaries as well as Progenika blood group antigen genotyping products currently distributed by Grifols.

"Grifols' seventy year history of advancing blood diagnostics complements the Novartis leadership in blood safety and ongoing mission to advance preventive screening," said Oriol Dunach, the head of Diagnostic Grifols. "Our commercialization agreement with Novartis will serve to enhance transfusion safety throughout the US by providing laboratories with the latest technologies and highest quality services," continued Dunach.

Novartis is a trusted name in transfusion medicine that will help strengthen Grifols' position in the US blood transfusion market. Novartis Diagnostics' highly sensitive tests and fully automated nucleic acid testing platforms, developed in partnership with Gen-Probe, are used to test millions of blood donations around the world each year for HIV, Hepatitis, and West Nile Virus. Today, more than eighty percent of the US blood supply is tested on Novartis systems. The commercialization agreement with Grifols will add immunohematology instruments to the portfolio of products Novartis Diagnostics can make available to blood banks and hospital transfusion centers.

This agreement leverages an earlier Grifols' distribution agreement with Spanish biotechnology company Progenika Biopharma for its microchip blood
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