



Capability Statement

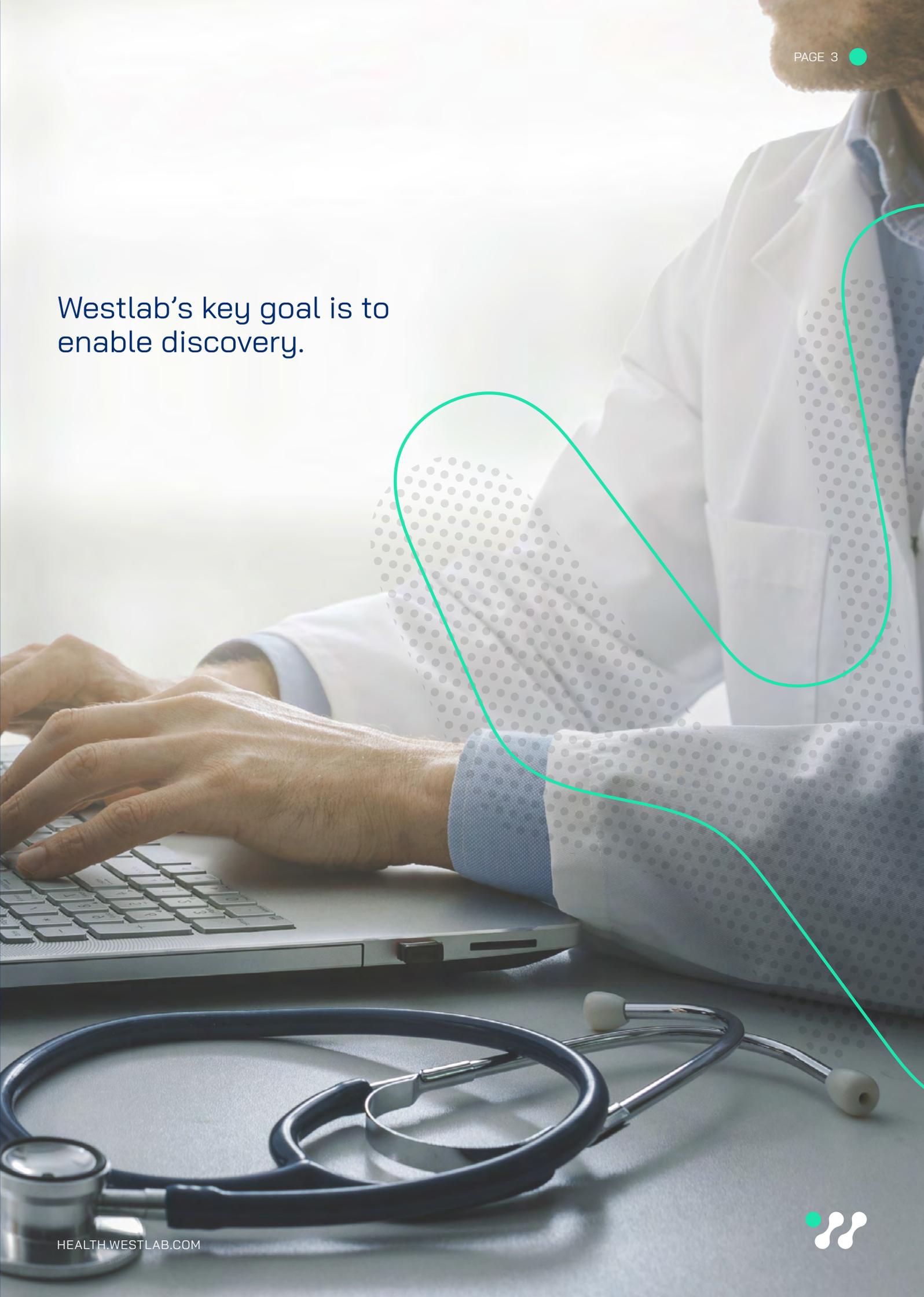
HEALTHCARE &
DIAGNOSTICS



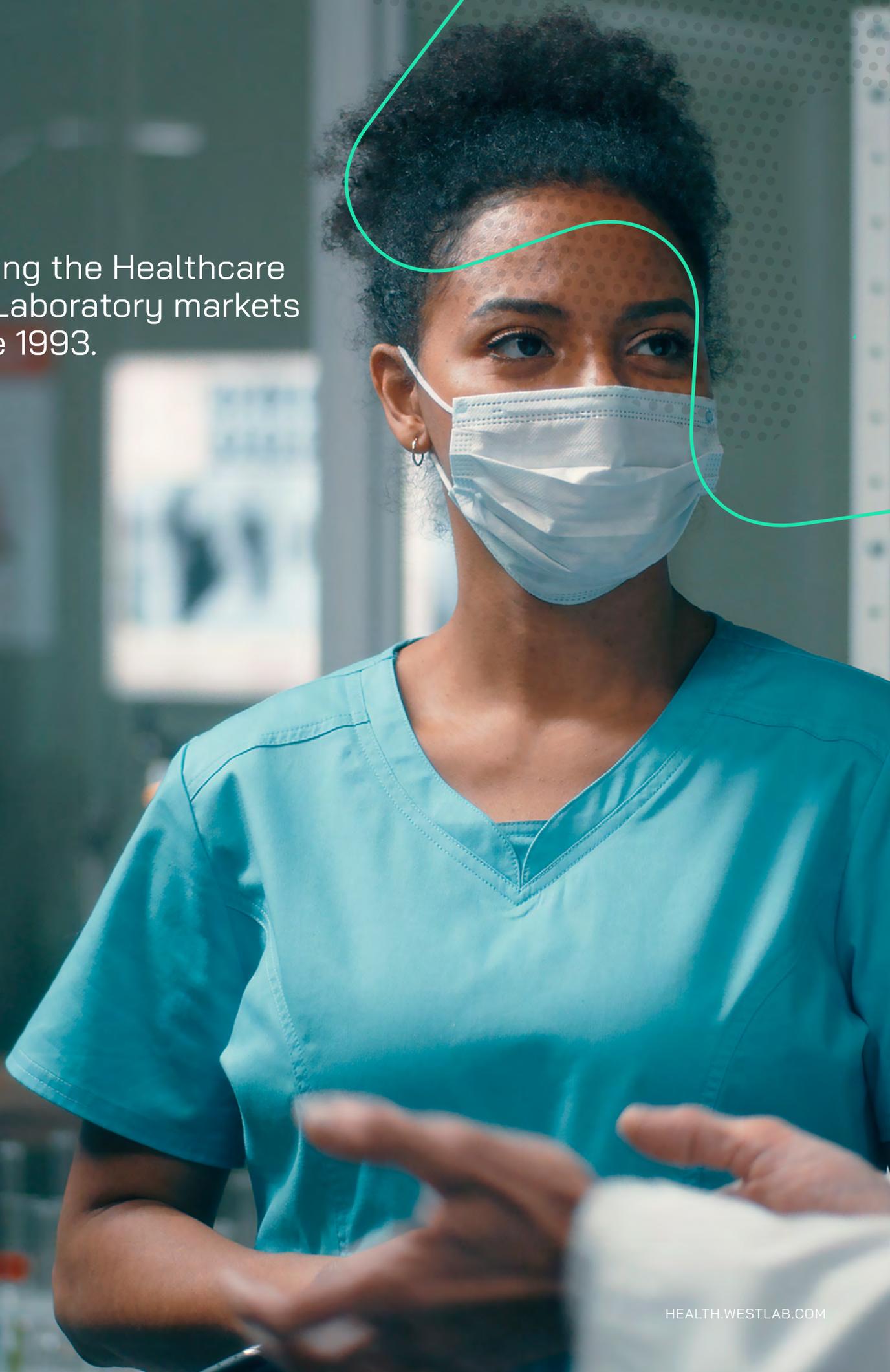
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Westlab's key goal is to enable discovery.



Serving the Healthcare
and Laboratory markets
since 1993.



01

Our Story

Westlab's key goal is to enable discovery. By providing a trusted service to the field of healthcare and science, Westlab are established as a team who are providing better solutions, always looking ahead and are proactive and innovative in the way we push the surge of discovery.

We are always driven by the vision of a world of breakthrough discoveries.

With industry-leading healthcare and laboratory devices and consumables, Westlab has a reputation for delivering quality, future-proofed innovative products originating from the quality-hubs of manufacturing. Trendsetting scientific and medical solutions, we are driven by a fearless desire to facilitate discovery.

We are continuously innovating to unlock your discoveries and trailblazing solutions to clear the path for breakthrough research.

To know Westlab's team is to know a team with their finger on the pulse, who get things done – putting the customer's needs first.

Westlab's key achievement is closing the gap between quality and speed. Your needs are a quality product, yet readily available. With the greatest efficiencies in supply chain and agile solutions, we assure an industry-leading product, delivered quickly and on time – giving you the jump on your next discovery. Cutting through disruptions that may arise, our underlying motive is that your discoveries improve our world.



02

Directors' Message

Alongside Westlab's core promise of enabling your discoveries, our team are about improving the lives of our communities through social and environmental impacts. Our global presence has a wide influence on our communities and our goal is to use our brand platform, ethos, and foundations as a launching pad to create positive outcomes for our society.

Westlab understands diversity and cultural support for the wider community and its importance in maintaining a healthy planet.

The Westlab name is synonymous with the bigger and broader world of discovery. Westlab ensures certainty, inspires curiosity, and enables breakthroughs, aligning with our vision of a world of breakthrough discoveries.

Our team are trailblazers; bold thinkers that are positive and pro-active. Working with our global network of supply chain partners alongside our portfolio of high-end products, Westlab has a reputation of delivering quality and futureproofing through innovation.

Globally, Westlab has built a foundation of trust and scrupulous dedication to ethics. Our company framework is guided by international ethical principles and international law.

Our vision of a world of breakthrough discoveries drives us forward to ensure that validation, ethical due diligence, and probity is conducted on all aspects of our supply chain. Recognising the importance of this has brought us to prioritise these three principles and allowed us to bring a fully transparent and seamless line of quality products into our global portfolio.



Peter Grace



Gavin Grace



Ted Fowler



Russell Grace



Global Reach, Local Presence

Westlab's key goal is to enable discovery. By providing the most trusted service to the field of healthcare and science, Westlab is established as a team who are providing better solutions, always looking ahead and are proactive and innovative in the way we push the surge of discovery.



 Offices and warehouses



A world of breakthrough discoveries.



03

Our Values



Humble

Enable others' success



Creative

Look for new ways



Driven

Stay restless



Ownership

No disappointments



04

Our Healthcare Products

Below is an overview of our core product categories. Guaranteeing the supply of quality-assured PPE and medical supplies through our global network of validated manufacturers is our first priority.



Point of Care Testing & Pre-Analytics

- + Virus Sampling Tubes
- + Swab, Viral, With Transport Media
- + Rapid SARS-CoV-2 Antigen Test Kit
- + Safety Blood Collection Sets
- + Blood Collection Needles
- + Blood Collection Tubes
- + Sample Containers, Sterile
- + Specimen Transport Bags



Medical Devices

- + Oxygen Concentrators
- + Oximeter - Finger Pulse
- + Oxygen Therapy Equipment
- + Oxygen Therapy Consumables
- + CPAP/BiPAP Devices
- + IV and Dosing Workstations
- + HEPA Medical Infection Units
- + Patient Monitors
- + Laboratory Equipment



Infection Prevention

- + HEPA Air Purification Units
- + IPA Disinfectant Wipes
- + Alcohol Disinfectant Wipes
- + Alcohol Swabs
- + Surface Disinfectant
- + Hand Sanitiser – Gel
- + Hand Sanitiser – Gel Dispenser
- + Disinfectant Testing Kits



Face Protection

- + Face Mask – Level 2
- + Face Mask – Level 3
- + Face Mask – Civilian
- + Face Mask – N95
- + Face Mask – KN95
- + Face Shield – Reusable
- + Face Shield – Foamless Disposable
- + Face Shield – Disposable



Trendsetting future-focused solutions to today's requirements.



Apparel

- + Gown, Isolation
- + Gown, Surgical
- + Gown, Polyethylene
- + Protective Coverall
- + Gown, Chemo Isolation
- + Lab Coats & Scrubs
- + Shoe Covers
- + Hair Nets



Gloves

- + Nitrile Gloves, Blue
- + Nitrile Gloves, Green
- + Nitrile Gloves, Black
- + Nitrile Long Cuff Gloves, Chemo Rated
- + Latex Gloves, White
- + Vinyl Gloves, Clear



Clinical Diagnostics & Pathology

- + Centrifuge Tubes
- + Transfer Pipettes
- + Pipette Tips, Universal
- + Pipette Tips, Robotic
- + Sharps Container
- + Biohazard Waste Container
- + PCR Consumables
- + Cryogenics Storage
- + Research Consumables
- + Tissue Culture Consumables
- + Liquid Handling Equipment



Needles & Syringes

- + Single Use Syringe, Luer Slip
- + Single Use Syringe, Luer Lock
- + Single Use Syringe, Low Dead Space
- + Hypodermic Needles
- + Cotton Balls
- + Vaccine Procedure Packs

Innovating with healthcare professionals to align clinical and procurement goals using our unique three-stage approach.



05

Our Healthcare Solutions



Westlab's Healthcare team use the mantra Consult, Create and Coordinate, to work closely with clients and to produce a made-to-specification product.

Co-Create

Westlab's mantra is to Consult, Create and Coordinate. Our goal is to take the clinical needs of the client and create an ideal product to assist the clinician to meet those needs. Westlab Health consults with the end users and other parties to find pain points, key desirables and important specifications, create a solution which includes prototyping and refining workshops, and coordinate manufacture and delivery of a custom-made product.

Who is it for?

The Co-create program is ideal for clients whose needs are specific, and the products are being used in high volume by clinicians and healthcare workers.

How does it work?

- Set up an initial meeting with the Westlab Health team
- Identify needs/wants/pain points
- Create a design brief
- Produce prototypes
- Coordinate manufacture and delivery



Our Healthcare Solutions



Partnering with Westlab's successful WeStore program, ProcurePlus allows easy ordering and easy payment for organisations with multiple sites.

ProcurePlus

Westlab's mantra is to Consult, Create and Coordinate. Our goal is to take the complexity out of the procurement process, simplifying the ordering, invoicing and delivery steps in order to save valuable time and effort in the procurement process, and to massively reduce the workload of accounts.

Who is it for?

ProcurePlus is ideal for companies where head office conducts purchasing on behalf of multiple individual sites. ProcurePlus is available for groups with a spend of over \$10K per month.

How does it work?

- Head office will provide Westlab with cost centres/ site codes
- Orders are sent from HQ on demand, specifying which quantities are delivered to which sites
- Goods are dispatched immediately – same day dispatch for orders placed before 2PM
- Each month, an invoice is generated for all deliveries in the set period.



Our Healthcare Solutions



The Westlab WeStore initiative was born as result of our healthcare clients running short of warehouse space while still wanting to take advantage of bulk healthcare pricing.

WeStore

Westlab's WeStore program enables healthcare groups to secure large quantities of in-demand products and to access bulk pricing, without the hassle of cluttering valuable storage space with stocks they don't need at the time.

When you become part of the WeStore program, we will drip feed the necessary stock as you need it.

Key Benefits

- Bulk Volume Pricing.
- Certainty of Supply.
- Reduce Your Warehouse Footprint.
- Improved Cash Flow.
- Remove Logistical Headaches.

Who is it for?

Our WeStore Program is for healthcare groups, with centralised purchasing and a high usage of core healthcare consumables. It is for those that are challenged with warehousing space and require a certainty of supply and a certified product.

How does it work?

1. Work with a Westlab healthcare specialist to assess your volume requirements.
2. Place a covering order for 3, 6 or 12 months of stock.
3. Westlab will dispatch goods weekly or monthly catered to your specific requirements.



06

Case Studies

The following case studies showcase our innovative and future-driven approach continuously innovating to unlock your discoveries and creating intelligent solutions to meet your vision.

In line with our values, we have enabled others' success by looking for new ways to provide a solution, resulting in total satisfaction for our clients. These case studies show how we have innovated to secure protected and assured ongoing supply chain for critical items.





Department of Health and Human Services Victoria

Clinical & Diagnostics – Tubes

Client Need

As part of the rigorous and extensive testing program, DHHS Victoria needed a quality tube and swab package to conduct reliable testing. The requirement was a 10mL ARTG listed tube, and flocked swab suited to the instrumentation of the state laboratories.

Westlab Solution

Westlab worked closely to ethically approve the existing manufacturer, through several audits such as V-Trust. Validating the product through the TGA, we secured supply chain allocations specific to DHHS and locked in ongoing supply. Furthermore, a trial order was placed, which helped DHHS confirm that this was the best product available, and the solution for ongoing testing across the state.

Outcome

Westlab was strongly placed to help with ongoing testing needs, and DHHS are supported with large weekly shipments to ensure that contingency stock is on hand. A steady stream of swab and tube material to testing sites all over Victoria means Westlab has played a very vital part in the discoveries of DHHS and supported crucial Covid-19 measures.

CATEGORY



Clinical & Diagnostics

UNITS

5,000,000+

TIMING



2-3 months/
Ongoing

SERVICES / PRODUCTS

Clinical & Diagnostics – Tubes





Australian Federal Government

Australian Manufactured Reusable Face Shields

Client Need

The Australian Federal Government initiated a National stockpile of PPE in reservation for the states in case of rampant breakouts of the COVID-19 virus.

Westlab Solution

In March 2020 Westlab invested heavily in the innovation and development of a 100% Australian made reusable face shield. The injection molded face shield allowed for a production of 150,000 units per week, while supporting 700 jobs in Australia.

Outcome

Goods have been delivered on time and on specification to Australian Federal Government stockpiles and following the success of this arrangement, Westlab have been contracted with ongoing face shields.

CATEGORY



Face Protection

UNITS

500,000+

TIMING



8 Weeks

SERVICES / PRODUCTS

Australian Manufactured Reusable Face Shields





Health Purchasing Victoria

Supply of N95 Respirators

Client Need

Department of Health Victoria required urgent supply of a high quality, globally recognized N95 mask. Core requirements included Level 3 Fluid Resistance and NIOSH approval.

Westlab Solution

Being the distributor for the world renowned BYD N95 Respirator, Westlab were able to leverage off existing manufacturer relationships to secure bulk stock for Australia. Being a supplier of medical and lab consumables since 1993, this gave us the ability to secure the allocations needed.

Outcome

Goods have been delivered on time leveraging global reach and superior buying power, Westlab delivered before required delivery schedule. This partnership provided the fastest most certain solution available. DHHS Victoria have continued to purchase this N95 mask as a catalogued item.

CATEGORY



Face Protection

UNITS

4,000,000+

TIMING



2-4 Weeks

SERVICES / PRODUCTS

Supply of N95 Respirators



NSW Government, Department of Education

Supply of Swiss Air Cleaning Units

Client Need

The NSW Department of Education, since the beginning of 2020, has been implementing innovative programs to improve infection control indoors for schools. After recommendations from WHO and other independent bodies, NSW Education realised a need for a quality air filtration unit which met all requirements for infection control.

Westlab Solution

Westlab's Aeris product made a perfect fit for the requirements, and more. The Swiss design made it a highly simple yet effective unit which would prove crucial for success. Working through an extensive tender process, the Aeris Air 3-in-1 Pro filtration unit was chosen for immediate rollout.

Outcome

Public schools throughout NSW are now successfully using the Aeris units, and now have access to a full suite of digital automation options, enabling smart fleet management. With units completely delivered within 4 weeks, infection risk has successfully been decreased for schools throughout NSW.

CATEGORY



Medical
Devices

UNITS

2,000+

TIMING



2-3 Weeks

SERVICES / PRODUCTS

Supply of Swiss Air
Cleaning Units





Diocese of Parramatta

Supply of Swiss Air Cleaning Units

Client Need

In the third quarter of 2021, recommendations came from several bodies for the need for clean air. Studies, e.g., from University of Melbourne, found HEPA air purifiers to be effective at cleaning 99.99% of harmful substances from the air, including Covid-19. The Diocese of Parramatta Catholic Education, following government activity, needed to find an air purifier which was effective and fit for purpose.

Westlab Solution

With exclusive agency for the Aeris air range, Westlab coordinated tight delivery of several thousand units for the Diocese of Parramatta. Working closely with our network of logistics partners and with the manufacturer, we were able to deliver in full within 4 weeks from order.

Outcome

Catholic Education Diocese of Parramatta were able to roll out the Aeris products quickly across sites due to the simplicity of setup. Currently, several thousand Aeris air 3-in-1 Pro units operate in shared spaces to keep them safe and improve classroom wellness and outcomes. Thanks to their versatility and ease of use, nothing has hindered rolling out this program.

CATEGORY



Medical
Devices

UNITS

3,500+

TIMING



4-6 Weeks

SERVICES / PRODUCTS

Supply of Swiss Air
Cleaning Units





Monash Health

Supply of Nitrile Examination Gloves



Client Need

HPV ran dangerously low on PPE of medical grade nitrile gloves due to the high demand on supply chains of gloves across the world. As a result, cases were being reported of health staff lacking sufficient protection in COVID situations.

Westlab Solution

Westlab Healthcare were able to leverage off existing manufacturer relationships to secure bulk stock for Australia. Westlab worked closely with HPV to fast forward deliveries from Malaysia with the use of 737 Boeing aircraft bringing the PPE to the frontline of the COVID-19 pandemic with speed and agility.

Outcome

Goods were delivered on time and on specification to Australian Federal Government stockpiles and following the success of this arrangement, Westlab have been contracted with ongoing face shields

CATEGORY



Gloves

UNITS

41,000,000+

TIMING



4-6 Weeks

SERVICES / PRODUCTS

Supply of Nitrile Examining Gloves





Bolton Clarke

Ongoing agreement – nitrile gloves



Client Need

With the onset of Covid-19, Bolton Clarke's close work with aged and vulnerable clients presented increased infection risk. PPE such as nitrile gloves were needed on an ongoing basis to ensure adequate protection.

Westlab Solution

Through our WeStore Program we were able to lock down stock and set regular deliveries with fixed competitive pricing for the period. This enabled Bolton Clarke to secure stock in advance and take advantage of Westlab's storage and distribution capacity.

Outcome

"WeStore has worked really well to meet Bolton Clarke's logistical requirements over this post-COVID period. We have been able to place and manage orders up to the day prior to dispatch, with seamless deliveries to our sites. Westlab were able to accommodate our special requests for delivery instructions at the sites and there haven't been any problems with late deliveries or invoicing."

Customer service at Westlab has been friendly and prompt – with regular updates on orders and remaining inventory levels – overall we have had a favourable experience with WeStore."

Strategic Procurement Manager,
Bolton Clarke

CATEGORY



Gloves

UNITS

2,000,000+

TIMING



Ongoing -
WeStore

SERVICES / PRODUCTS

Ongoing agreement –
Nitrile Gloves





CARA

WeStore – PPE & Patient Care



Client Need

CARA (Community Accommodation Respite & Aged Care) works closely with disabled and aged persons needing close personal assistance. In order to protect staff and clients, CARA needed an ongoing PPE solution which was hassle-free and an end-to-end solution.

Westlab Solution

The WeStore and ProcurePlus programs ensured the process was totally seamless and worked into existing procurement patterns to simplify the buying process. Westlab were able to lock in ongoing deliveries of stock to over 100 separate locations.

Outcome

With an individual order for each location, Westlab were able to deliver separate orders to up to approx. 100 locations, while consolidating invoices to incredibly simplify the PPE buying process for CARA with only 1 monthly invoice. Through these programs, Covid-19 has been a seamless and simple purchasing exercise for CARA.

CATEGORY



TIMING



Ongoing - WeStore & ProcurePlus

SERVICES / PRODUCTS

Ongoing agreement – PPE products





Australian Department of Foreign Affairs & Trade (DFAT)

Oxygen Devices & Consumables – Indo-Pacific

Client Need

DFAT's humanitarian aid program has led them into many benevolent programs with our Indo-Pacific neighbours. With a raging Covid-19 situation in Indonesia and smaller Pacific countries, DFAT assisted with several thousand oxygen concentrators, ventilators and associated consumables.

Westlab Solution

Through Westlab's product portfolio and strong global network of logistics & supply chain partners we were able to fulfil DFAT's needs for oxygen therapeutics products. Our team worked extensively to secure stock and deliver in a very short timeframe.

Outcome

Through Westlab's work, the Indonesian and Pacific regions were assisted massively with their Covid response in a matter of weeks, giving life-saving equipment to victims of the virus.

CATEGORY



Medical
Devices

UNITS

4,000+

TIMING



3-4 Weeks

SERVICES / PRODUCTS

Oxygen Devices &
Consumables –
Indo-Pacific





HealthShare Victoria

Rapid Antigen Tests



Client Need

Vaccination rates in Australia/Victoria surged in the June-August Period of 2021. This opened the doors for governments to adopt rapid antigen screening for Covid-19.

Westlab Solution

With success in other regions with our sister companies/supply chain partners, Westlab were very well placed to supply the Victorian Government with rapid antigen tests on an ongoing contractual basis.

Outcome

Westlab has enabled discovery for millions of people by readily supplying screening devices to the Victorian Government. Due to exclusivity for the APAC market in manufacturing, HealthShare were able to take advantage of the lack of disruptions in supply chain through Westlab's products and enhance the Covid response significantly.

CATEGORY



Point of Care Testing

TIMING



Ongoing

SERVICES / PRODUCTS

Rapid Antigen Tests





WA Government, Dept of Health

Rapid Antigen Tests



Client Need

As the country started to open up in late 2021, Western Australia needed a fast solution to screen residents and inbound persons for Covid-19. With the eastern states showing very high case numbers and hyper-infectious outbreaks, a highly sensitive and quality test would be of utmost importance.

Westlab Solution

With exclusive distribution for the Australian market for the MP Biomedicals Rapid Antigen Test kit, Westlab were able to promise secure supply chains and competitive pricing to the Western Australian Department of Health. Furthermore, the test excelled in laboratory testing, fulfilling all criteria required by the Department.

Outcome

An effective and reliable solution was provided to WA Health for bulk urgent delivery, in order to commence screening for Covid-19. This timely solution meant that Westlab could play a crucial role in the discoveries of Western Australia, amidst a global pandemic.

CATEGORY



Point of
Care
Testing

TIMING



Ongoing

SERVICES / PRODUCTS

Rapid Antigen Tests



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