



Company Backgrounder

InSource Diagnostics is a CLIA-certified clinical laboratory that performs blood, urine and saliva testing. The company's drug compliance monitoring services support pain management, psychiatry, OB-GYN, internal medicine and general practitioners who prescribe controlled substances for periods of more than 90 days. InSource's new Sensieva blood testing platform incorporates minimally invasive sampling methods including fingertip collection for a rapidly expanding menu of routine and specialized tests.

Founded by scientists, InSource Diagnostics re-invests a significant portion of its revenue in R&D to broaden its menu of tests, simplify sample collection and improve accuracy. One of the largest labs in California, InSource Diagnostics operates a 7,290 square-foot testing facility at its headquarters in Monrovia. Founded in 2012, InSource Diagnostics serves customers throughout the country and maintains a national sales force located strategically throughout the U.S.

InSource places considerable emphasis on clinical research to support the development of new and innovative tests. The company recently began accepting enrollment in its SPHERE clinical trial. This trial is designed to validate biomarkers discovered in urine that predict genetic mutations in the cytochrome P450 family of liver enzymes, which affect a patient's ability to properly metabolize medications (Trial Number: NCT02625155).

Year Founded: 2012

Number of Employees: 50+

Facilities: Headquarters and testing lab in Monrovia, California; dedicated sales team covering U.S.

Key Offerings:

Urine Drug Testing

Therapeutic drugs

pain medications, mood stabilizers, opioids, benzodiazepines, barbiturates, tricyclic antidepressants, sleep aids, muscle relaxants and ADHD medications

Smoking markers

cotinine

Drugs of abuse

All commonly abused substances such as marijuana and cocaine and new/emerging designer drugs such as kratom, bath salts and K2/spice

Oral Fluid Testing

Therapeutic drugs

pain medications, mood stabilizers, opioids, benzodiazepines, barbiturates, tricyclic antidepressants, sleep aids, muscle relaxants and ADHD medications

Drugs of abuse

All commonly abused substances such as marijuana and cocaine and new/emerging designer drugs such as kratom, bath salts and K2/spice

Blood Testing

Vitamin D

Testing Technology:

Liquid Chromatography/Tandem Mass Spectrometry (LC/MS/MS)

High Complexity Immunoassays

Management:

Sky Countryman, Chief Executive Officer. 16 years of experience in separation science with over 100 publications. He has lectured worldwide on separation science, and was formerly a consultant and trainer with the US Pharmacopeia. He is active in the clinical chemistry community and is a board

member of the Southern California Section of AACC.

Michael Rummel, Chief Operating Officer. 11 years of experience in separation science with 25 publications. Expert in lab automation, sample preparation and LC-MS assay development. Supported method development and method validation at many of the largest clinical laboratories throughout the U.S.

Eric Kwak, Chief Business Officer/Director of Sales. 11 years of experience in separation sciences and decorated sales manager. Worked with laboratories in the U.S., Canada, Asia and Europe to improve testing methodologies.

Sharon Ohara, M.D., FCAP Laboratory Director and Clinical Consultant. Board certified in analytical and clinical pathology from the American Board of Pathology since May 1986. Ensures InSource Diagnostics quality in all phases of the testing process.

Customers:

InSource Diagnostics serves private physician practices, hospitals and medical groups throughout the U.S.

Contacts for the Media:

Jennifer Dahlgren, Dahlgren Communications
(530) 263-6817
dahlgrenpr@comcast.net

Sky Countryman, CEO, InSource Diagnostics
(626) 386-5277
skyc@insourcedx.com