

SALIVA

VS BLOOD

Sample collection

SALIVA

- Non-invasive collection
- Easy to use (practical for children)
- High donor participation rate
- No trained personnel required
- Expected compliance rate of 70%-90%¹
- Collect more samples in less time



Up to
200%
increase in
compliance

Transport

STANDARD MAIL FOR SALIVA³



5x
higher
cost for
blood

Storage

ROOM TEMPERATURE⁴

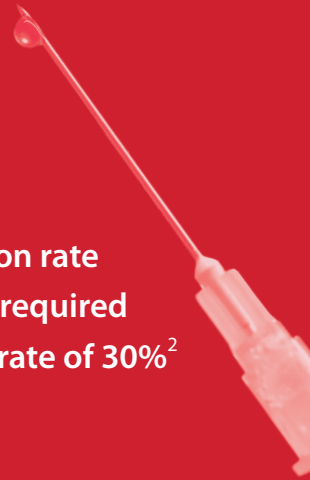
- No freezer required for saliva samples
- Years of stability at room temperature

ZERO
electricity
costs

DNA collection: The cost battle

BLOOD

- Invasive collection
- Disliked by donors
- Low donor participation rate
- Trained phlebotomist required
- Expected compliance rate of 30%²



COLD CHAIN FOR BLOOD

- Average cost to ship (central location) = US\$80/sample⁵
- Requires dry ice (dry ice for 100 tubes = US\$600)
- Requires multiple shipping containers
- Must be shipped express or overnight

FROZEN⁴

- Freezer costs can reach US\$7,000
- Electricity to store blood samples at -80°C to -120°C = US\$62/hr.
- Power outage can result in unusable samples

“We have collected numerous [samples from] family members who were not willing to go for a blood draw, as well as children, elderly patients and overseas relatives.

**The ease of shipping and self-collection are remarkable.
Our lab is very impressed with this timely product.”**

Ruth McPherson, MD, PhD, and Nihan Kavaslar, PhD
Lipoproteins and Atherosclerosis Research Group, University of Ottawa Heart Institute

1 Hansen TV, Simonsen MK, Nielsen FC, Hundrup YA. Collection of blood, saliva, and buccal cell samples in a pilot study on the Danish nurse cohort: comparison of the response rate and quality of genomic DNA. *Cancer Epidemiol Biomarkers Prev.* 2007;16(10):2072-2076.
2 Galbete C, et al. Lifestyle factors modify obesity risk linked to PPARG2 and FTO variants in an elderly population: a cross-sectional analysis in the SUN Project. *Genes Nutr.* 2013;8(1):61-67.
3 <https://www.dnagenotek.com/US/pdf/PD-WP-009.pdf>
4 <https://www.dnagenotek.com/ROW/pdf/PD-WP-005.pdf>
5 <https://blog.dnagenotek.com/dna-saliva-kits-or-traditional-blood-collection-which-is-more-cost-effective>

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