

## Key Business Metrics

We regularly review the number of product placements and cumulative product placement as key metrics to evaluate our business, measure our performance, identify trends affecting our business, formulate financial projections, and make strategic decisions. We believe that these metrics are representative of our current business; however, we anticipate these will change or may be substituted for additional or different metrics as our business grows.

During the years ended December 31, 2023 and 2022, our product placements (units recognized as revenue) were as follows:

	Year Ended December 31,	
	2023	2022
<b>Product s:</b>		
Handheld	402	370
Desktop	66	80

The number of product placements vary considerably from period-to-period due to the type and size of our customers and concentrations among larger government customers as described above. We expect continued fluctuations in our period-to-period number of product placements.

Our cumulative product placements consist of the following number of devices:

	December 31,	
	2023	2022
<b>Cumulative Product Placements:</b>		
Handheld	2,422	2,020
Desktop	431	365

## Components of Our Results of Operations

### Revenue

#### *Product and Service Revenue*

We generate product and service revenue from the sale of our devices and recurring revenue from the sale of consumables and services. Device sales accounted for 67% and 65% of our product and service revenue for the years ended December 31, 2023 and 2022, respectively. Consumables and service revenue accounted for 33% and 35% of our product and service revenue for the years ended December 31, 2023 and 2022, respectively.

Our current device offerings include:

- Handheld devices—MX908 and AVCAD components; and
- Desktop devices—Rebel, ZipChip Interface, Maverick, and Maven and related sampling devices.

We sell our devices directly to customers and through channel partners. Each of our device sales drives various streams of recurring revenue comprised of consumable product sales and service revenue.

Our consumables consist of:

- MX908—accessories and swabs;
- Rebel—consumables kit with a microfluidic chip and standards;
- ZipChip Interface—microfluidic chip, reagent and assay kits;
- Maverick—calibration kits and accessories; and
- Maven and related sampling devices—probes, tubing sets and accessories.