

## ROMANIA

Facilitating  
diversification, creation  
and development of  
small enterprises, as  
well as job creation

### Location

Hemeius, Judetul Bacau

### Programming period

2014 – 2020

### Priority

Social Inclusion and  
Economic Development

### Measure

M6.4 - Support for  
investment in creation and  
development of non-  
agricultural activities

### Funding (EUR)

Total budget 127 440.76  
EAFRD 97 492.18  
National/regional 17 204.50  
Private 12 744.08

### Project duration

2016 – 2017

### Project promoter

SC LABORVET SERV SRL

### Contact

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### Website

[www.laborvet.ro](http://www.laborvet.ro)

Responding to clients' needs by offering new integrated veterinary services using a mobile laboratory.

## Summary

Although the number of sanitary-veterinary laboratories in Romania is increasing, the demand of clients regarding diversified and quality service from specialised providers at their premises remains largely uncovered.

In order to respond to the costumers' needs the managers of a veterinary laboratory used RDP support to purchase and equip a mobile veterinary lab which would be able to provide quality integrated services at the "farm gate".



## Results

Three new permanent jobs (FTE) were created;

Rapid analysis methods are now available for clients providing quick and complete diagnosis;

A new service for increased accessibility and quick travel of the mobile-lab to the clients' premises is now available.

## Lessons & Recommendations

- ❑ Strategic thinking and a managerial approach are vital to continuously adapt the business and diversify its services in order to respond to the clients' increasing demand for integrated and quality services.

### Context

The number of certified sanitary-veterinary laboratories in Romania is increasing. However, the demand for diversified and quality services from specialised providers at the client's premises, remains largely uncovered. Since the Laborvet laboratory was established in 2009, clients consistently and increasingly request to be provided advice and quicker diagnosis at their premises.

Mobile veterinary laboratories are mainly used by the public sector for emergency interventions, epidemics, controls in the field of public nutrition, or for the detection of a possible outbreak of infection and dead animals. These mobile laboratories are equipped with facilities for necropsies, sampling, labelling, packing and dispatching of samples, as well as documentation and support actions - epidemiological inquiry, accompanying evidence of harvested samples, disinfection facilities, etc. However, very few non-public veterinary mobile laboratories exist and are operational to date.

### Objectives

The goal of the project was to develop better, more complex and integrated veterinary services through the acquisition of mobile laboratory with advanced equipment.

Such an investment would expand the range of analyses for farm and pet animals, while the acquisition of the mobile veterinary laboratory would enable to provide quality, quick on the spot sanitary and veterinary services at the "farm gate".

### Activities

Previously, the lab managers had successfully implemented another RDP funded project to purchase equipment in the 2007-2013 programming period. In the current programming period they decided to implement a new project under support for investments in creation and development of non-agricultural activities. Through this project a mobile vet lab was purchased - equipped for sampling, testing, diagnosing and treatments for farm animals and pets at the premises of the clients (farms or medical veterinary offices) in Bacau County. The new project consisted of four components:

The first activity concerned diversifying and improving the lab services, i.e. conducting clinical consultations at the customer's premises, sampling for laboratory diagnosis,

carrying out biopsies, etc. by developing the necessary documentation and procedures, receiving training and purchasing of necessary equipment.

The second activity financed by the project, was the purchase of the mobile laboratory under the existing legislation and provisions.

The third activity was to adapt the mobile laboratory to perform the following services, according to the required European standards: collecting and transporting in optimum conditions samples from farms and medical veterinary offices; sampling with appropriate instruments; carrying out primary processing of samples, delivering them to the laboratory premises and registration in the lab's database; performing rapid tests for early diagnosis on samples immediately after sampling at the customer's premises.

The fourth activity was to hire and get qualified three local people to provide the services to clients and work alongside with the existing Laborvet staff.

### Main results

- Three new permanent jobs (FTE) were created for local people;
- Rapid analysis methods have been added to the already existing ones provided by Laborvet, in order to provide a quick and complete diagnosis;
- Increased accessibility and quick travel of the Laborvet mobile-lab to the clients' premises to the immediate benefit for farms and pet owners.

### Key lessons

Strategic thinking and a managerial approach are vital to continuously adapt the business and diversify its services in order to respond to the clients' increasing demand for integrated and quality services.



### Additional sources of information

[www.facebook.com/www.laborvet.ro/](http://www.facebook.com/www.laborvet.ro/)