

# Wei Laboratories, Inc.

2880 Zanker Road, Suite 205 San Jose CA 95134 (888) 919-1188 (408)970-8700 Fax (408) 844-9450

# Wei Lab Product Development Process Evidence Based Approach

The product research and development starts from the requests of our professional clients. This allows us to expand our range of treatments and work closely with our practitioners.

#### Research

If our existing products can't address a condition of a patient, we will conduct research about the condition including:

- Defining the problem
- Causes
- Symptoms
- Nature of the problem based on TCM theory
- Optimal herbal combinations to effectively address it

## **Manufacture and Testing**

We then manufacture a small batch to try in-house for those that have the same condition. If there is a positive response, we will offer the product as free samples to the practitioner. If the practitioner informs us of the patient's positive response, we will offer the product to other practitioners who are treating patients with the same condition.

#### **Trials and Statistics**

We track the progress of the various patients' response over a period of months. When we have 6 patients with consecutive successes, the treatment protocol is considered a statistical significant as 6 is equal R2 over 95%.

When we achieve 6 consecutive successes, we formulate a protocol and offer free samples pro-actively to other practitioners for patients with the same conditions to conduct further trials.

If we have continued success, we offer that product/treatment to our market. If the condition is not common, we will formulate a product description and offer the product upon request.

## **Revisions and Adaptations**

After initial protocol is developed, we continue working with practitioners to monitor the application of the product. If there is digression in improvement or limited improvement, we analyze the patient's overall health condition to discover the blockage and offer complimentary treatment.

If the complementary treatment is successful, we make an internal announcement. If other practitioners encounter similar situational outcome, we offer them same complementary treatment.

If we achieve 6 such successes in a row with the complimentary treatment, we add the new treatment information into our protocol create a new revision of the protocol reflecting the new customized information.

## **Continued Research and Development**

Our protocol development is a continued process. Our representative COPD protocol has been developed over a period of 12 years based on several thousands of clinical tests with over 20 revisions. We continue to revise and improve it based on new feedbacks.