



Annual Report 2020



Enhancing Life Science



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1

The Toolpoint Cluster is Developing!

The year 2020 was both a blessing and a curse for Toolpoint.

COVID-19 caused many events in 2020 to be postponed or cancelled. The use of new communication technologies has meant that, especially in the second half of the year, events could be held in hybrid form despite COVID-19.

Many Toolpoint members could not complain about work in this COVID-19 year. The issues surrounding testing and vaccination have shown the public that the lab industry has an important role to play in healthcare.

Toolpoint was able to begin some new activities in the 2020 financial year, which brought many benefits to the network.

With the launch of the CTO Round Table, an event platform was created that was well received by the members.

The IP@toolpoint.ch service was well used.

In the Digital Microbiology IoT project, which was launched in 2019, the group of interested project participants completed a Digital Microbiology feasibility study.

The House of Lab Science project has cleared another hurdle. The building owner decided to build biolabs in Hombrechtikon and the small start-up team prepared for the foundation of the House of Lab Science AG.

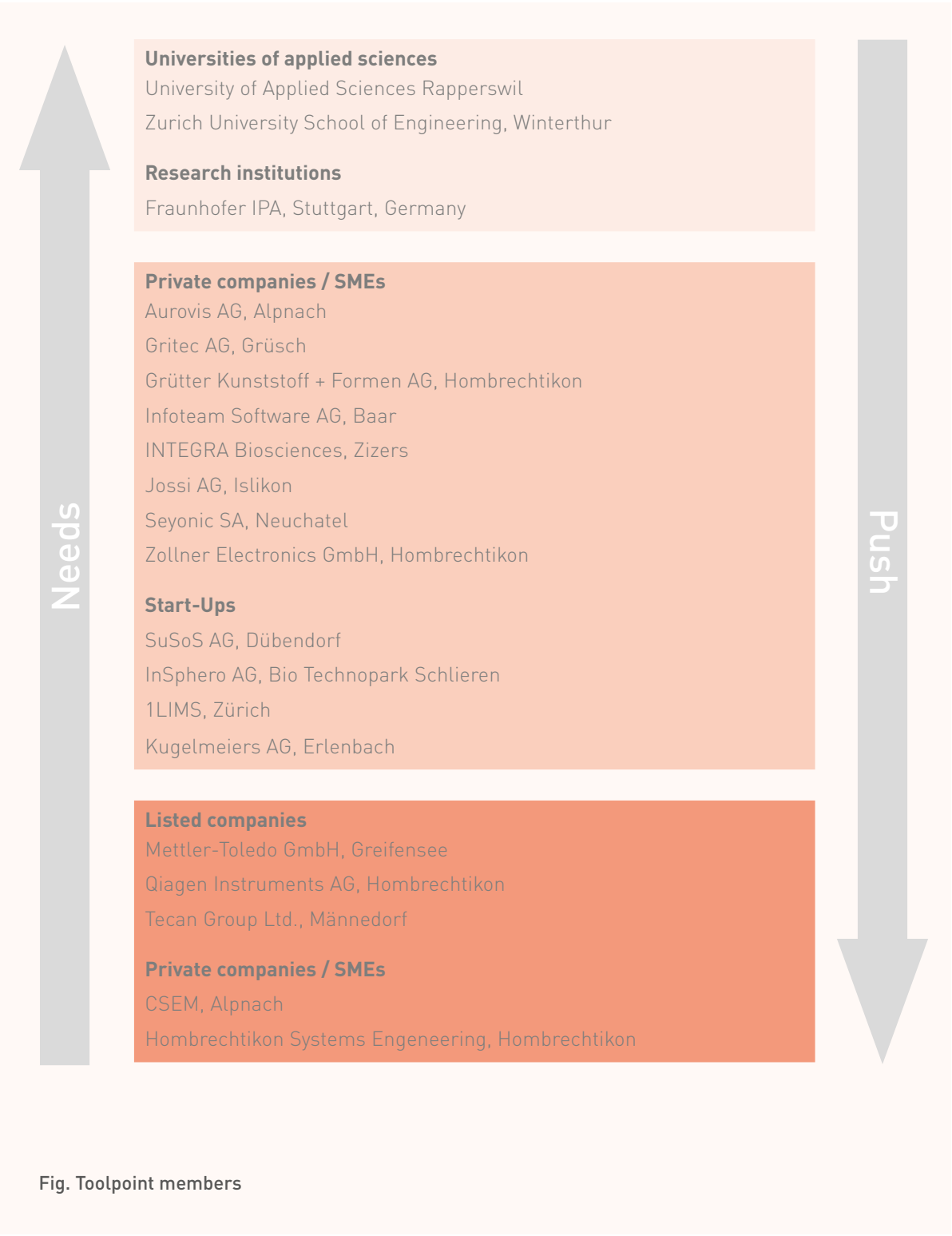
The year 2021 promises many interesting projects and events despite the COVID-19 pandemic, which has not yet subsided. I would like to thank the whole Toolpoint team, our Toolpoint members and everyone who supports our activities.

Egg, Zurich, 31 March 2021

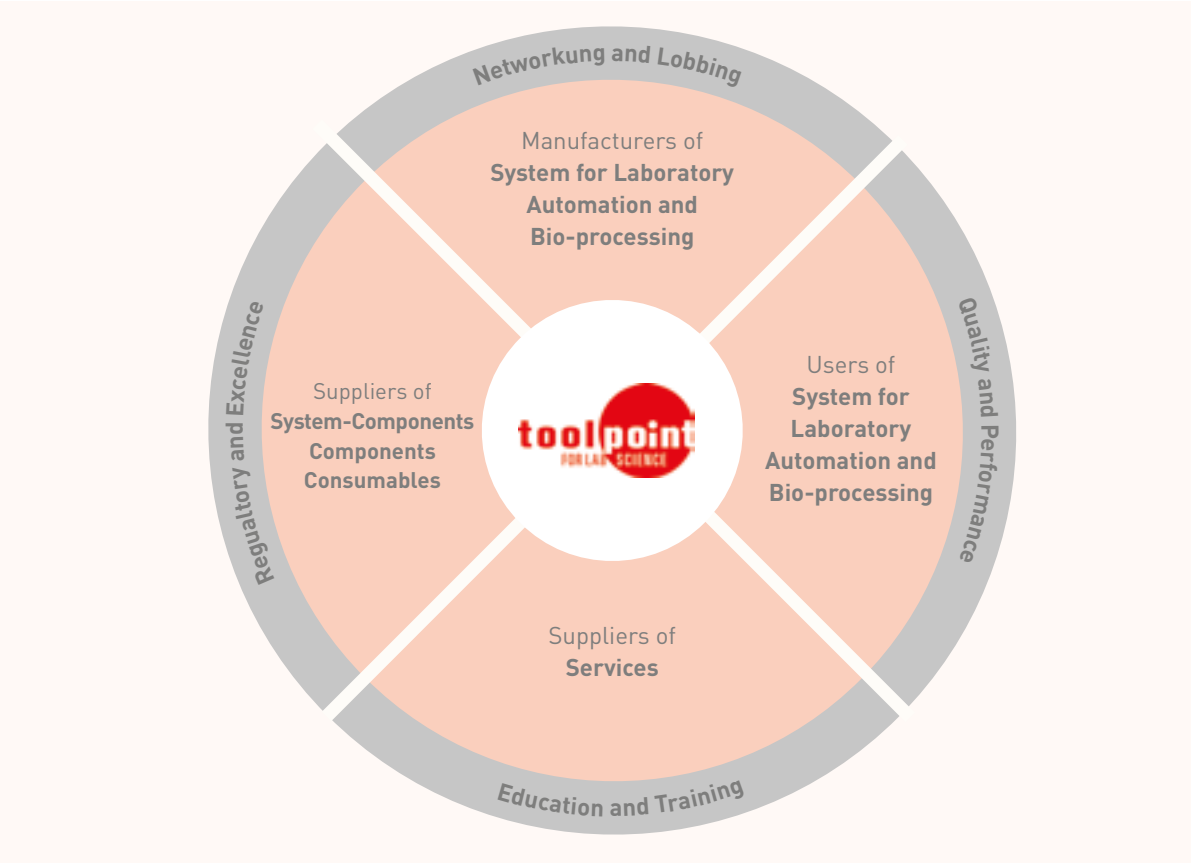
Hans Noser
Clusterpreneur Toolpoint for Lab Science



Toolpoint Members 2020

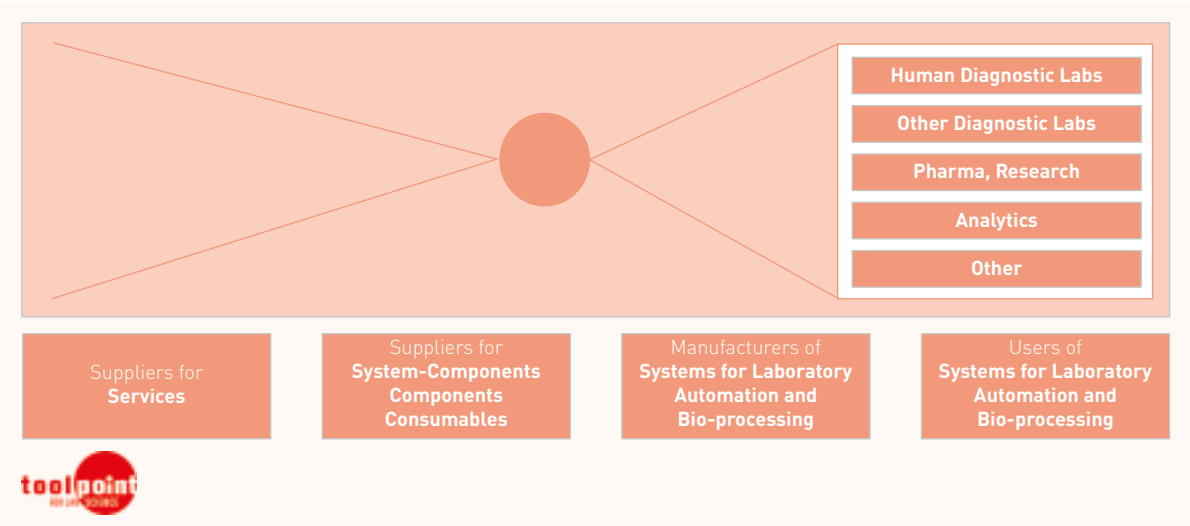


Toolpoint for Lab Science aims to connect researchers, users and manufacturers of laboratory equipment and providers of components and related services.

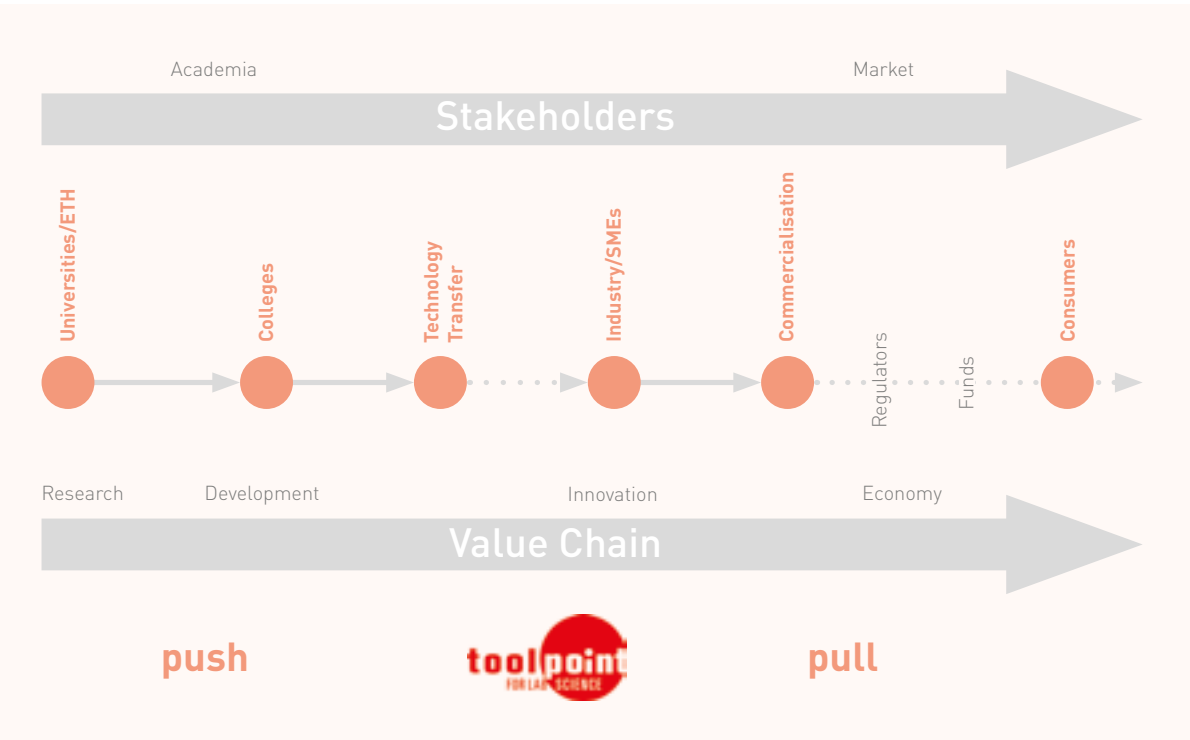


This creates collaborations that are both efficient and effective. The strict regulatory environment in this field requires that all stakeholders have the same understanding of relevant issues.

Many companies in Switzerland are leaders in the world market. The high densities of researchers, users, manufacturers and suppliers are success factors for leadership. Toolpoint acts as a network, a contact point for researchers and users, and as a mediator for collaborations and partnerships.



Toolpoint aims to promote innovation in lab automation. We do this by bringing our members together to address current life sciences themes and market demands. This takes place on a variety of levels. All activities follow the premise that a group of companies can achieve more than a single company on its own.



Active partnerships with academic institutions enable us to keep abreast of current scientific research. By being the contact for client groups, we endeavour to identify common topics and implement them together with our members. For example, this led to <http://www.sila-standard.org/> and the “Development of Standard Test Procedures for Quantifying Carry-over from Fixed Pipetting Tips in Liquid-Handling Systems”.



2

Information on Fields of Application

Toolpoint’s activities and services can be divided into six fields of application. These correspond to the structure used in cluster theory:

- 2.1 Innovation and Technology
- 2.2 Education and Training
- 2.3 Commercial Cooperation
- 2.4 Policy Action
- 2.5 Research and Networking
- 2.6 Cluster Expansion

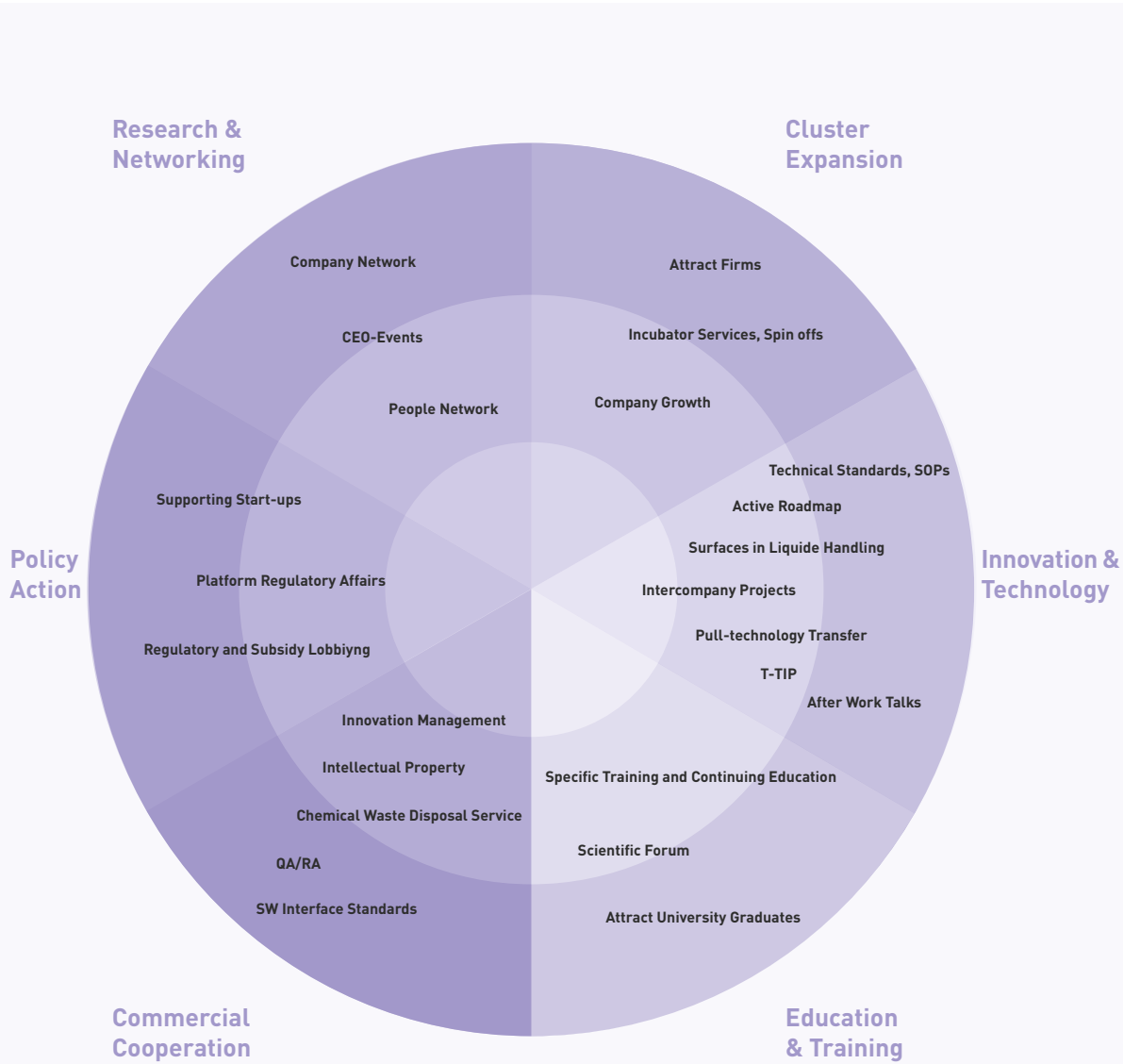


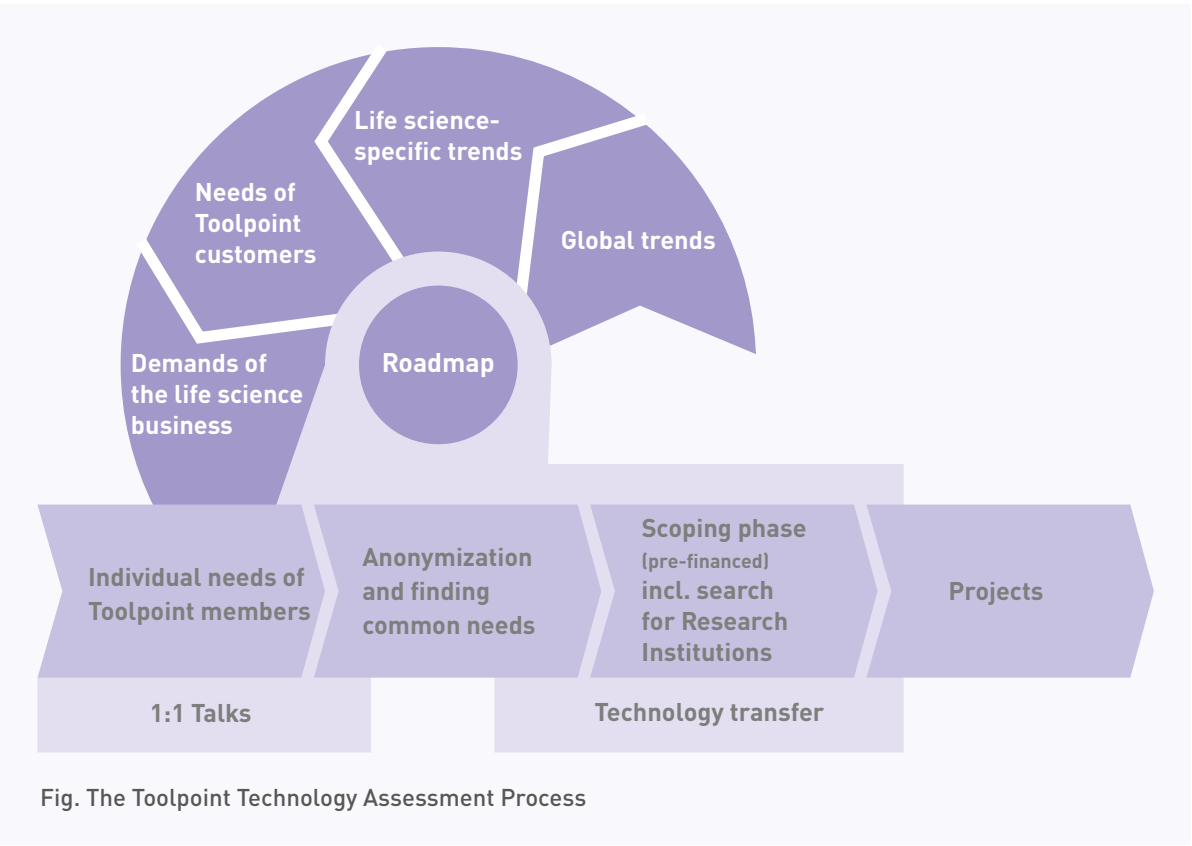
Fig. The Cluster Initiative Target Board by Örjan Sölvell, Göran Lindqvist and Christian Ketels, extract from «The Cluster Initiative Greenbook» (Stockholm: Bromma tryck AB, 2003) 27, supplemented by Toolpoint-specific services.



2.1 Innovation and Technology

Our well validated Technology Assessment Process again formed the basis for the survey of members’ needs. The process relies on 1:1 feedback and dialogue, and is conducted twice a year, with the aim of identifying common interests by gathering information about individual companies’ future requirements. The results of the feedback dialogue and the findings of trend analyses were then consolidated and presented anonymously to the member companies. Common denominators emerged during the course of this process, providing indications as to whether there is sufficient support for new projects and proposals in the members’ community. To secure the necessary expertise, academic institutions and external companies were involved in the assessment process. Based on this, member companies with potential interest can decide whether they wish to participate in the evaluation stage, help to determine specific goals and budgets, and ultimately decide whether or not to take part in the final project.

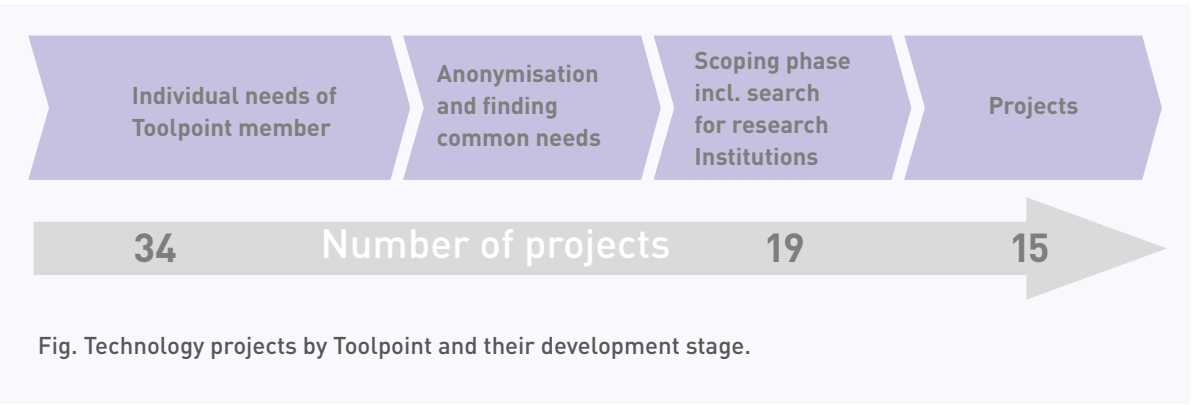
The process is shown schematically in the diagram below:



2.1.1 Current Technology Projects (overview) and Activities

Numerous projects have been carried out since Toolpoint was founded.

Since the founding of Toolpoint, 35 projects have been carried out in relation to Toolpoint activities. After the process of evaluation by our members, 19 of these projects were converted to the scoping phase, while 15 projects were considered to have no possibility of being completed successfully.



2.1.2 Further Activities

IVD Industry Connectivity Consortium (IICC):

Toolpoint is still a ‘General Interest Member’ of the IICC:

SystemsX.ch

Toolpoint is still in contact with SystemsX. Toolpoint acknowledges that the system biological approach pursued by SystemsX is trendsetting. The collaboration and the shared network should bring the following benefits to the parties involved:

For the industry: formulating vision, generating valuable input for improving measurement and robotic systems and developing innovative products for the future;

For SystemsX/academic institutions: identifying expertise available within the industry and potential future partners for joint projects;

For both parties: pioneering innovative developments related to, or inspired by, systems biology and related fields, e.g. synthetic biology.

Competence Centre for Medical Technology (CCMT)

Toolpoint remains connected to the Swiss Med Tech Cluster. The collaboration is based on using synergies and on supporting each other’s activities. Toolpoint publishes all activities of the Swiss Med Tech Cluster which may be of interest to our members.



Swiss Biotech Association

Toolpoint is a member of the Swiss Biotech Association. The collaboration is based on using synergies and on supporting each other's activities. Toolpoint publishes all activities of the Swiss Biotech Association which may be of interest to our members.

House of Lab Science

As Hombrechtikon Systems Engineering AG has moved from Garstligweg 8 to Garstligweg 6 in Hombrechtikon in the canton of Zurich, Switzerland, the former QIAGEN building is now vacant. The building, which extends over several floors and has its own canteen, is a perfect location for the House of Lab Science.

A House of Lab Science based in Hombrechtikon offers a wide range of benefits for Toolpoint members, the Swiss pharmaceutical industry, the biotech sector, the lab technology sector in Switzerland, the University of Applied Sciences in Rapperswil, Zurich University of Applied Sciences ZHAW in Wädenswil and Winterthur, as well as for all institutions that are active in scientific research and for the economy and scientific sector as a whole in the Greater Zurich Area.

In Collaboration with the facility owner VARIOSERV Toolpoint has develop a building concept to create a workspace for developing lab automation and biotech solutions. We have issued a concept for lab space. We are looking for interested companies to rent lab space. You will find more information on this project at the Toolpoint web page www.toolpoint.ch.

Toolpoint Newsletter and Social Media

In mid-2020, Toolpoint sent newsletters to around 550 companies, universities and colleges. These contained news from members and information about Toolpoint partners – and also about the COVID-19 situation. Toolpoint also posted links and news on social media platforms such as LinkedIn and Xing, with over 10,000 click-throughs. The newsletter thus reached a large and broad audience, and proved to be an important tool in 2020 – along with the LinkedIn and Xing social media platforms.

2.2 Education

2.2.1 Human Resources Expert Group

Due to the COVID-19 situation, the Human Resources Expert Group was unable to meet for its usual discussions.

Virtual meetings would have been possible, but informal face-to-face dialogue is a special feature of Toolpoint's Human Resources Expert Group. As a result, no meetings were held in 2020.

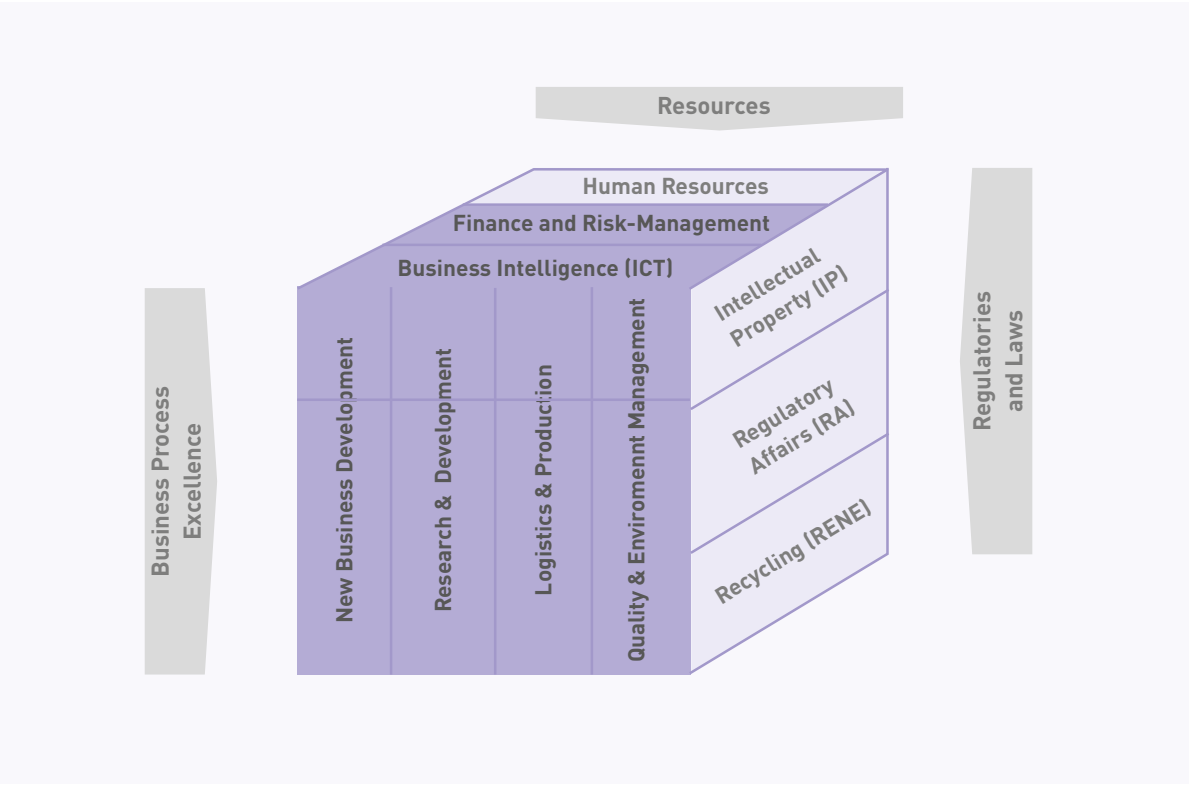
Hopefully that will change in 2021, and otherwise meetings will be held virtually or in hybrid form. Despite the lack of face-to-face contact, it should not be forgotten that the HR experts in particular were able to learn many new things from this eventful year and that there is certainly a great need for dialogue with their colleagues from the Expert Group.

Other current topics of interest include pensions and the transformation measures that are being discussed and worked through in the political arena. We look forward to sharing more information on this in the 2021 Annual Report.

The activities of the HR Expert Group constitute an important pillar in Toolpoint's HR activities. The Toolpoint HR concept (see graphic) has been continually developed over recent years and has proved its worth.



2.3 Commercial Cooperation HN



2.3.1 Intellectual Property Expert Group

The goals of the IP Expert Group are:

- Advancement and integration of IP professional competence through inter-company cooperation
- Establishment of a platform for mutually beneficial information exchange
- Standardisation of contracts using a checklist
- Increasing the communication culture to anticipate potential conflicts

The IP Expert Group, attended by a neutral IP attorney, met twice this year and considered the following topics:

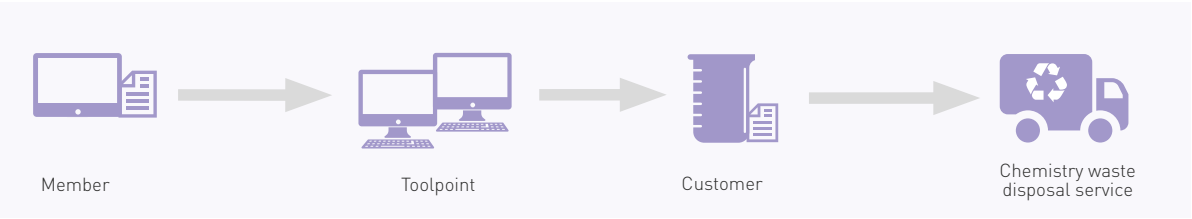
- Design of purchasing process for secured IP area
- Obstruction of competitors in the patenting process
- Official registration of products for US patents – practical implementation for OEM devices
- Documentation of long-standing expertise in the patent department
- Working meeting
- Copyright law and inventions
- IP and tax

2.3.2 Chemical Waste Disposal Service



Toolpoint offers its members a disposal and recycling service. This service ensures that medical equipment of all sizes can be disposed of professionally and appropriately throughout Europe, in line with the 2002/96/EC directives. Booking for the services is very simple and is available through our website. The disposal and decontamination forms can be downloaded from www.toolpoint.ch/Recycling. These are completed by the customer and then passed on to our recycling partner, who contacts the customer and clarifies all the details. The equipment is then picked up from the address specified and disposed of appropriately. Toolpoint members benefit from a preferential price.

Qiagen is currently using these services throughout Europe.

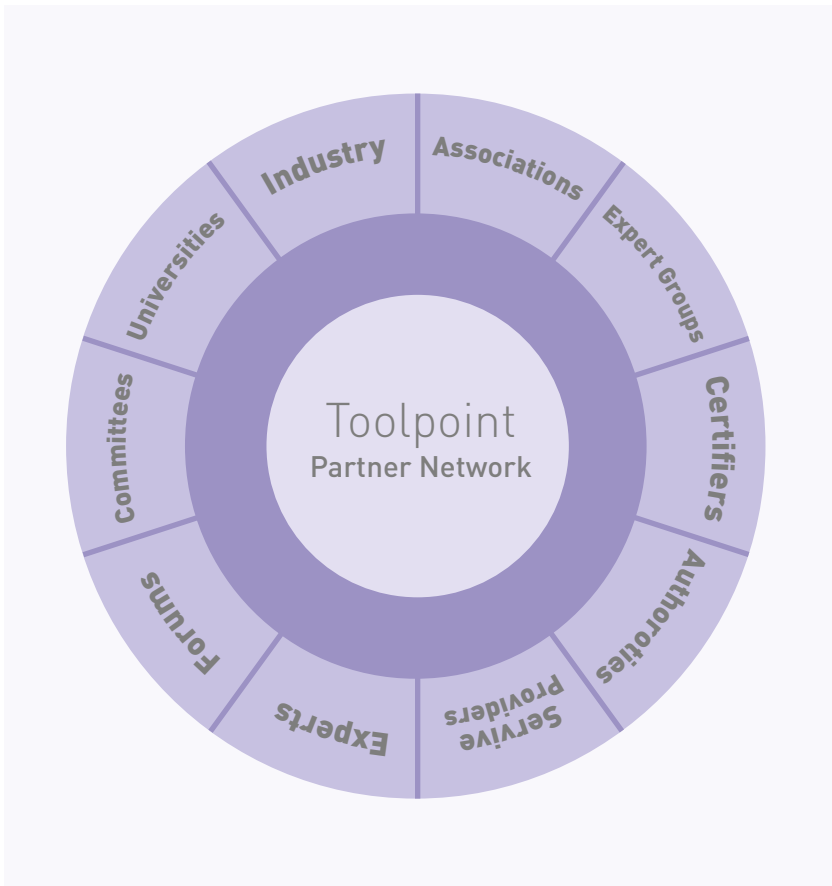


2.3.3 QARA Expert Group

Due to the unprecedented situation with the coronavirus pandemic, no events were held by this Expert Group in the reporting year, although there were certainly enough interesting topics. First and foremost, of course, was the new Medical Device Regulation (MDR) and the resulting measures and opportunities for the manufacturers, distributors, importers and authorised representatives affected. However, as we know, the virus has also affected the implementation of the regulations, which is why the end of the transition period, originally scheduled for 26 May 2020, has been postponed by a year.

The time was used to think about options for expansion or additions to the range of services at Toolpoint in the areas of quality management and regulatory affairs. We decided to follow the example of the IP Expert Group and set up a QARA hotline to provide members with answers and advice in response to questions by email or direct contact.

This project will now be implemented and a pilot will be launched this year. For the moment, we will not hold an Expert Group meeting until the current situation has stabilised and we have the necessary security for planning purposes.



2.3.4 Intellectual Property (IP) Support

Intellectual Property (IP) Support:

Beginning:

Toolpoint started with the presentation “IP in the company” - General Assembly, 1 June 2018.

Concept:

In the presentation a concept for Toolpoint members was again introduced and explained which included the following:

Good offers for Toolpoint members for IP consulting. IP consulting is provided and paid for by Toolpoint, depended on the status of the membership.

Outcome 2020:

The possibility of IP knowledge extension or the prevention of negative situations for SMEs was used by 3 members – Zollner Electronic GmbH, Aurovis and CSEM -. The offer from Toolpoint is already seen as an added value by several SMEs.

Next steps for 2021:

Toolpoint will try to seek more awareness for IP related matters from Toolpoint members on the homepage.

Toolpoint will show the added value of Intellectual Property for Toolpoint members followed by cost savings.

2.4. Policy Action

2.4.1 Representation of Interests for the Sector (Regulatory Affairs Expert Group)

The Regulatory Affairs Expert Group will meet as required when there are important issues to be discussed. In general, this will be in response to new regulations or for the discussion of applications in the context of the regulations. The members of the Regulatory Affairs Expert Group can request or hold a meeting at any time. In the future the group will be headed by the QARA group.

2.4.2 Supporting Start-ups

Toolpoint promotes the creation and development of spin-offs and start-ups by:

- Finding the right funding partners
- Granting young entrepreneurs special conditions for membership
- Supporting young entrepreneurs in overcoming bureaucratic hurdles

Toolpoint is in close contact with the CTI Invest platform for young companies and key universities.

2.5. Research and Networking

2.5.1 Top of Toolpoint

The regular Top of Toolpoint event took place for the fifteenth time, and once again the host was Zunfthaus zur Schmeiden in Zurich – for the second time in January. The topic was “Global Innovation with Collaboration”.



Image: Welcome Screen Zunfthaus zur Schmeiden, Zurich

Because of the first “Start-up Academy Bern” event, Top of Toolpoint was not visited as much as in 2019. Around 35 people took part and the event – which focused on applications of lab technology – was opened by National Councillor Regine Sauter with a message from the Canton of Zurich.



Image: Regine Sauter, Audience

This was followed by two extremely interesting presentations by

Hans Jakob Roth, Former Ambassador, Partner & President EurAsia Competence: **AsiaPAC Cultural Area**



Image: Hans Jakon Roth, EurAsia Competence

And Dr Linus Kao, President, Europe Taiwan Biotech Association: **What are the opportunities and challenges?**



Image: Dr Linus Kao, President, Europe Taiwan Biotech Association





Image: The participants then enjoyed social drinks with plenty of opportunity for networking.



Image: Networking.



Image: Networking.

2.5.2 Life Science Zurich Impact - The Cause of Health

Maintaining better health thanks to strong collaborations

The health care system places a greater emphasis on the treatment of diseases than the root causes of our health – this is also down to a lack of data. The Life Science Zurich Business Network brought together representatives from the worlds of science, business and civil society at an international conference in Zurich with the aim of devising new models.

You can find all the information about the event [here](#).



Image: Danielle Spichiger, President, Business and Economic Development Division Canton of Zurich.

2.5.3 Lab Sciences Award

Unfortunately, there were very few entries for the Lab Sciences Award this year, so the award ceremony was cancelled. The jury met on Friday, 31 January 2020 and reached the following conclusions:

- The sponsorship amount from 2019 is valid for 2020.
- Toolpoint and the Veronika & Hugo Bohny Foundation set themselves the goal of increasing interest in bachelor's theses for lab technology by means of discussions with universities of applied sciences. Hans Noser and Marc Schindler held various discussions with the universities of applied sciences throughout the year:
 - » Chur University of Applied Sciences, Chur
 - » Hochschule für Life Science FHNW, Muttenz
 - » Hochschule für Technik FHNW, Windisch
 - » NTB Interstate University of Technology Buchs, Buchs SG
 - » OST – University of Applied Sciences of Eastern Switzerland, Rapperswil-Jona Campus
 - » OST – University of Applied Sciences of Eastern Switzerland, ILT, Rapperswil-Jona Campus
 - » ZHAW Life Sciences & Facility Management, Wädenswil
 - » ZHAW School of Engineering, Winterthur

Each university of applied sciences has different degree programmes and processes. As a result, the deadlines for the bachelor's theses vary. This means that a great deal of interaction is needed on the part of Toolpoint with the various universities of applied sciences. Toolpoint has to provide information on the Lab Sciences Award each semester and communicate with the professors. All the discussions with the various institutions have shown that they need more information about the Lab Sciences Award. For this reason, communication is being stepped up and a network is being established with the professors.

Our contacts were very interested and pleased to hear about the Lab Sciences Award for the best undergraduate theses and with the heightened profile of the professors. For example, a professor who has mentored at least 3 winners (1st – 3rd place) since 2012 will receive an honorary certificate and a personal gift of an engraved Mont Blanc pen.

2.5.4 Swiss Symposium on Lab Automation 2020

The Swiss Symposium on Lab Automation was to take place on 12 March 2020 at HSR Rapperswil. Due to COVID-19, the event was first postponed to June, then cancelled altogether.

2.5.5 Swiss Biotech Day 2020

The Swiss Biotech Day 2020 also had to be cancelled due to the COVID-19 pandemic. The next Swiss Biotech Day will take place in 2021.



Image: Swiss Biotech Networking in 2019



Image: Swiss Biotech 2019 US Ambassador



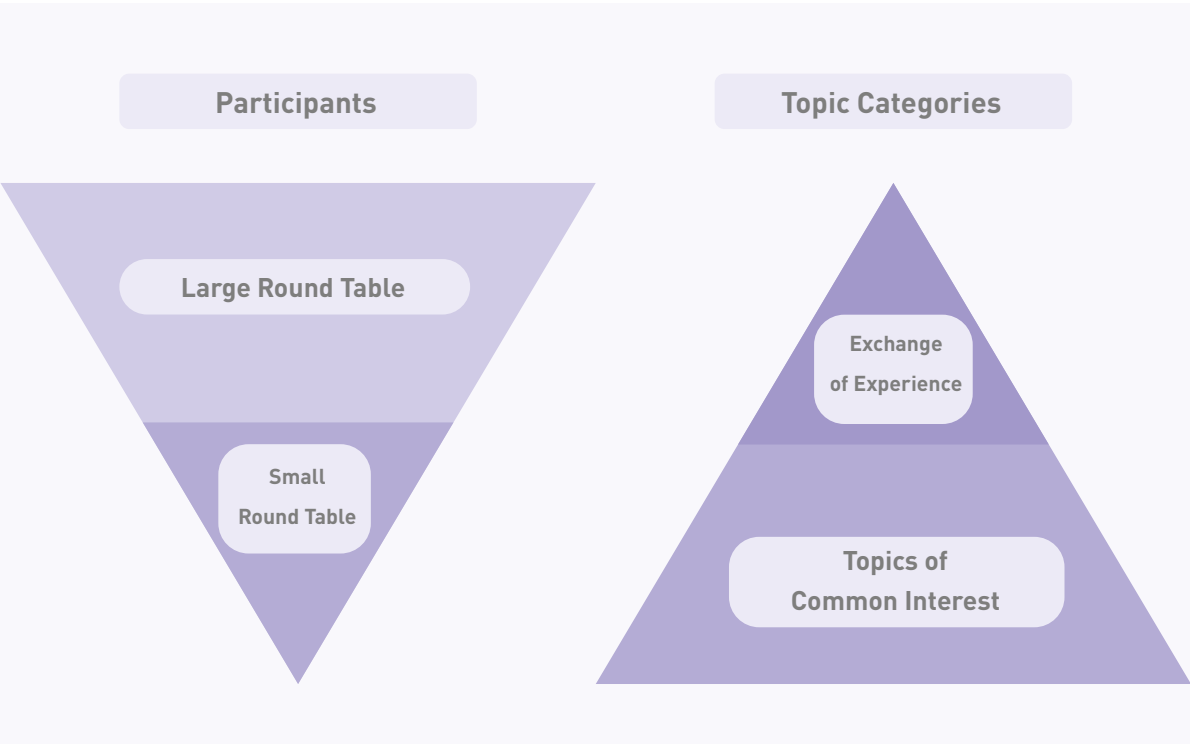
2.5.6 Toolpoint CTO Round Table

On 1 September, the CTOs in the Toolpoint for Lab Sciences industry network met in Zurich for the first Round Table.

The event on 1 September met all the requirements and guidelines for protection from COVID-19 and was planned, organised, and run accordingly. The meeting took place in the Marketing & Business School, just 300 metres from Zurich Main Station. The technical facilities on the premises enabled some of the participants and a speaker from Germany to participate via video conference.

The agenda was divided into two sections. The first part comprised an introduction by means of various presentations and the second part included discussion of what a CTO Round Table could look like in the future.

It was clear that there is a great need for the mutual exchange of ideas. The focus will be on technologies, methods, standardisation, applications and miniaturisation, which will lead to more synergies in the network. Depending on the topic, this will be addressed in specific interest groups or the entire plenum.



We noted that the Round Table participants are the CTOs for Toolpoint members. Depending on the subject area, we will call in external experts. To expand the circle, each member of the Round Table can invite a guest. The number of Round Tables depends on the CTOs' interests. At least one large Round Table will be held once a year. If further topics are derived from this, interest groups will be formed and the topics discussed in this smaller circle. The CTOs in the network can suggest topics. If these topics meet with broad interest, Toolpoint can organise spontaneous Round Tables.

Next steps:

The organisers have summarised the results of the Round Table in this report. We will now send this report along with a structured survey to all Toolpoint members and communicate the analysis to all members. We will organise the next CTO Round Table based on the analysis of the survey.

Two CTO Round Tables are planned for 2021. The first CTO Round Table in the spring will explore a focus topic, while the second CTO Round Table will address a range of topics.

2.5.7 Swiss Medtech Day 2020

Like every one of you in one way or another, we from the organisation team of Swiss Medtech Day were faced with an unprecedented challenge. During the previous two months of uncertainty we had to stay agile and adapt to the new situation. We were pleased to announce that once again on 21 September industry players, young entrepreneurs, researchers and investors from the Swiss medical technology industry could gather to network, learn and be inspired. Thanks to the joint efforts of the programme committee, we succeeded in compiling an attractive programme for the autumn edition of Swiss Medtech Day including keynotes, interactive breakout sessions, a Science Slam and a Tabletop and Poster Exhibition. We were particularly pleased to have gained two speakers, Dr Peter Grünenfelder and Prof Dr Paul Vogt, who assessed the prevailing situation from industry and medical perspectives. Another highlight was the presentation of the Swiss Medtech Award – which of the seven shortlisted companies would be crowned winner?

[Link to video](#)



Source: www.swissmedtechday.ch

2.5.8 ETH Day 2020

The ETH Industry Day is an annual event organised by ETH Industry Relations on behalf of the ETH Vice President of Knowledge Transfer and Corporate Relations. It highlights the current research and entrepreneurial activities of ETH Zurich and offers a platform for industry to engage with ETH researchers and ETH spin-offs.

Due to the pandemic, the 2020 ETH Industry Day was transformed into a virtual event. The speeches given by the professors were recorded and are available [here](#).



Image: ETH Industry Day 2019

2.5.9 Analytica München

Analytica 2020 successfully concluded five days of virtual trade fair and presentation formats: a total of 21,641 participants (unique users) from 152 nations took part in the world’s leading trade fair for laboratory technology, analysis and biotechnology, which was held for the first time in purely virtual fashion from 19 – 23 October. Here, 268 exhibitors from 24 countries presented more than 700 product highlights. There was a total of more than 33,000 participations in the 200 exhibitor webinars and the 119 scientific presentations at the analytica conference. No. 1 topic: digital transformation.

Read more [here](#).



Image: Analytica München – Digital Event

2.5.10 Medtech & Pharma Platform 2020

Medtech & Pharma Platform Annual Conference goes digital

In response to COVID-19 restrictions and the uncertainty that has disrupted interactions within and between the Pharma and Medtech communities and their business operations, MPP has adapted to host the MPP2020 Annual Conference as a live digital e-conference. Hosting the Annual Conference on a virtual platform provides planning security for all involved parties and offers exciting opportunities to increase accessibility to members of the MPP community independent of their location.

Read more [here](#).



Image: Networking at Medtech & Pharma Platform 2019



2.5.11 Future Labs Live

Future Labs LIVE 2020 aimed to create the world’s most important ‘future lab’ congress covering all industries and bringing together practitioners, technicians, scientists, innovators, start-ups, and the vendor community virtually.

Across 2 days, Future Labs LIVE broadcast live presentations, in-depth panel discussions, interviews, interactions with speakers, networking, Q&A and live virtual roundtable sessions.

Originally planned as a live event, Future Labs Live was transformed into a digital event. Toolpoint actively supported the event as a media partner.



2.5.12 Autumn Convention on “Precision Liquid Handling” 2020

“Sensors, Data and Analytics” or how liquid handling systems are becoming increasingly precise.”

CSEM and TOOLPOINT were delighted to invite participants to the 3rd networking workshop on Precision Liquid Handling. The workshop took place at the Technopark Auditorium in Zurich on 15 October 2020, from 10am to 5pm.

This year, our focus was on the **Sensors, Data and Analytics** enabling Precision Liquid Handling Systems. Modern systems include an increasing number of sensors, which generate increasing amounts of data. This data can be used to calibrate, monitor, correct, and even predict deviations or failures. While many speak about the lab of the future, we wanted to look at **what is possible today and in the near future.**

Through two keynote presentations and six innovation pitches attendees received an overview of the latest innovations in new sensors, algorithms, and the frameworks that enable truly sensor-driven systems. The workshop offered a space to network, strengthen existing relationships and stay connected. Attendees were able to participate in the table-top exhibition to raise their profile in the community.

At the workshop, participants learnt about the latest innovations in microfluidics, discovered new disruptive applications enabled by sensor data analytics and networked with partners across the whole supply chain.

Despite the pandemic, the event was one of the few in 2020 that was able to be held in person or in hybrid form. The coronavirus provisions were planned in detail to ensure all regulations were complied with.

Participants were able to join via livestream or in person. The second option was popular, with almost 60 people present at Technopark.



Image: Audience



2.5.13 Annual Meeting 2020

Originally scheduled for June, Toolpoint’s Annual General Meeting was held on 12 November 2020. We had hoped that the meeting could be held in person, but unfortunately this was not possible. The meeting was held via Zoom and included voting and elections. It was a successful virtual event despite the lack of interpersonal contact.

Toolpoint has welcomed four new members for 2021:

- [bNovate Technologies SA, Ecublens](#)
- [Healthinal GmbH, Rapperswil](#)
- [matriq AG, St. Gallen](#)
- [Scan Trade AG, Frauenfeld](#)

2.5.14 Company Network - Institutions, Organisations, Communities

Toolpoint encourages our members to work with other clusters by:

Informing them regularly about activities in other clusters

Actively cultivating collaboration with System X

Being a member of [www.lifescience-zurich.ch](#), [www.swissbiotech.org](#) and [www.elrig.de](#)

Engaging in lively discussion with [SPECTARIS](#), the German industry association

The Toolpoint network comprises key institutions, organisations and local authorities with which Toolpoint exchanges experience or collaborates in a wide variety of areas:

- The Toolpoint network
- [Federal Department of Economic Affairs FDEA \(under KTI\)](#)
 - [European Diagnostic Manufacturers Association](#)
 - [European Laboratory Robots Community of Interest D](#)
 - [Greater Zurich Area: Zurich Mednet](#)
 - [Innovation Network](#)
 - [ITS Industrie- und Technologiezentrum Schaffhausen](#)
 - [Life Science Zurich Business Network](#)
 - [Swiss Biotech Association](#)
 - [SystemsX](#)
 - [The W.I.R.E. Web for interdisciplinary search and expertise](#)
 - [Winlink, Association for Information and Communication Technology \(ICT\)](#)
 - [Wirtschaftsförderung des Kantons Zürich](#)

Toolpoint regularly exchanges information with the following organisations:

- [Technopark Zurich](#)
- [Technopark Winterthur](#)
- [MyScience Swiss Portal for Research & Innovation](#)
- [Grow Wädenswil](#)
- [Biotech Center Zurich](#)

2.6 Cluster Expansion

2.6.1 Company Growth

Toolpoint is focused on the lab science industry. All of its core members are active in the manufacture and development of liquid handling devices.

However, in order to strengthen the individual competitiveness of the core members, as a [vertical industrial cluster](#) Toolpoint integrates the entire value chain into the network – including universities, suppliers, producers as members with supplier status, research institutes and customers on a project-specific basis.

This supports the integration of new technologies, processes and techniques, providing a boost in expertise for the entire industrial cluster. In return, members with supplier or academia status have direct access to the core members, which considerably simplifies cooperation.

2.6.2 Members

The members are divided into the following groups:

- Premium Members
- Basic Members
- SE (small enterprise) Members with up to 25 employees and < CHF 5 million in annual revenue
- Key Opinion Leaders
- Start-up Members
- Partners

The cost model is as follows:

Membership	Premium Member	Basic Member	Start-Up	MA Umsatz < 5 Mio	Key Opinion Leader (KOL)
CHF 250.00	CHF 2'000.00	CHF 2'000.00	CHF 2'000.00	CHF 2'000.00	CHF 250.00
The Management Fee includes Services as follows:	All Incl.	Not all Incl.	Not all Incl.	Not all Incl.	Not all Incl.
Website incl. Content Management	✓	✓	✓	✓	✓
Extranet	✓	✓	✓	✓	✓
Toolpoint-Newsletter (2 x per year Webnews mit Links)	✓	CHF 400.00	✓	CHF 400.00	CHF 400.00
Carrier Job Search Platform	✓	CHF 500.00	✓	CHF 500.00	CHF 500.00
Social Media	✓	✓	✓	✓	✓
Communication, PR	✓	✓	✓	✓	✓
Marketing	✓	✓	✓	✓	✓
Annual Report	✓	✓	✓	✓	✓
Booklet "Toolpoint for Lab Science"	✓	CHF 500.00	✓	CHF 500.00	CHF 500.00
Administration	✓	x	✓	✓	✓
Toolpoint meets Academia (Kontaktvermittlung Industrie / Hochschulen, KTI-Projekte, Diplomarbeiten, Studien usw.)	✓	CHF 2'000.00	CHF 2'000.00	CHF 2'000.00	CHF 2'000.00
Annual Meeting	✓	✓	✓	✓	✓
Toolpoint Technology Information Platform (T-Tip)	✓	CHF 450.00	✓	CHF 450.00	CHF 450.00
LabTec meets Pharma	✓	CHF 1'000.00	CHF 500.00	CHF 1'000.00	CHF 1'000.00
Focus-Days (Expertenaustausch zu verschiedenen aktuellen Themen wie z.B. ISO 13485, Industrie 4.0 usw.)	✓	CHF 500.00	CHF 250.00	CHF 500.00	CHF 500.00
Swiss Symposium on Lab Automation (Promotion, Programmgestaltung, Suche der Referenten)	✓	CHF -	CHF -	CHF 250.00	CHF 250.00
Swiss Symposium on Lab Automation (Promotion, Programmgestaltung, Suche der Referenten)	x Registration via the conference organizer	x Registration via the conference organizer	x Registration via the conference organizer	x Registration via the conference organizer	x Registration via the conference organizer
ST (Scientific Forum, After Work Talk bei einem Toolpoint-Mitglied, WebEx)	4	3	3	2	Not Incl.
Expert-Group IP	✓	CHF 500.00	✓	✓	Not Incl.
Initial IP consultation	✓	✓	✓	✓	Not Incl.
Expert-Group RA	✓	CHF 250.00	✓	CHF 250.00	CHF 250.00
Expert-Group HR	✓	CHF 250.00	CHF 250.00	CHF 250.00	CHF 250.00
ROHS Recyclingservice "RENE"	✓	CHF 750.00	CHF 750.00	CHF 750.00	CHF 750.00
Information Management	✓	✓	✓	✓	✓
Clustermanagement	✓	✓	✓	✓	✓
Lobbying	✓	✓	✓	✓	✓
Networking	✓	✓	✓	✓	✓
Who is Who	✓	✓	✓	✓	✓
Active Exchange Clustern National / International	✓	✓	✓	✓	✓

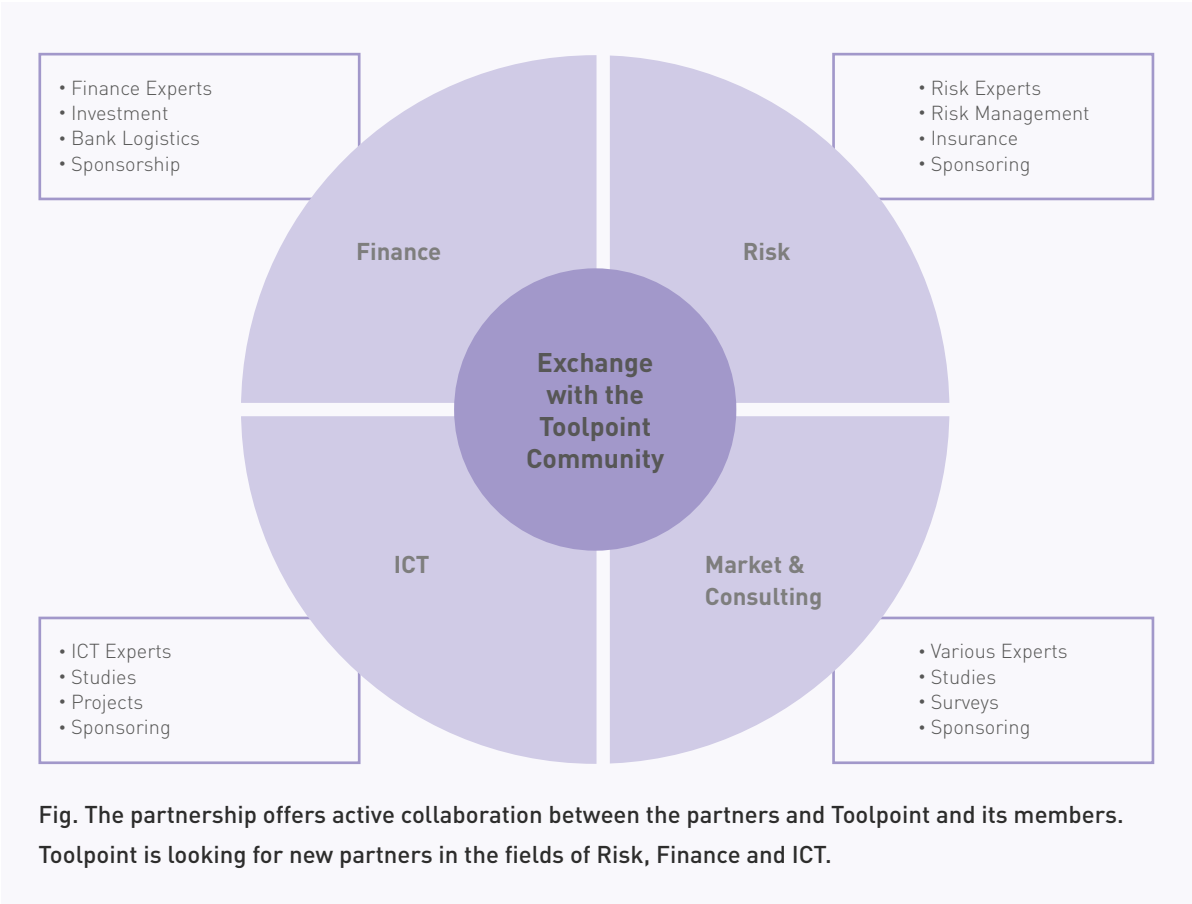
Legende:
per event
per year
per person
first person for free, than CHF 250 per person

The membership model described above provides more transparency. The new model meant that the membership fee was able to be significantly reduced.



2.6.3 Partners

Toolpoint is committed to identifying suitable partners in the areas of risk management, finance, ICT and marketing & consulting.



Current Partners:



Zurich has steadily evolved into an attractive economic area with a high standard of living and an excellent global reputation.

The Office for Economy and Labour (AWA) is committed to working for the benefit of the residents of the Zurich Economic Area and a thriving business and economic environment.

Our focus includes contributing to favourable framework conditions for companies in the Canton of Zurich to help retain and create jobs in the area. Furthermore, we strive to bring together job seekers and employers and to promote good workplace conditions.



VZ VermögensZentrum develops strategies around income, assets and taxes in order to optimise these. As well as being a consultant, VZ is also a mortgage and asset manager.

VZ VermögensZentrum was founded in Zurich on 23 March 1993 as an independent financial services provider. The company has been consistent in its mission from day one: to advise clients independently and without conflicts of interest.

For the last 25 years, VZ has remained true to this guiding principle. Customers throughout Switzerland and Germany benefit from the financial expertise provided by the specialists at VZ. Its services include consulting and advice on retirement, pensions, investments, mortgages, taxes, insurance and inheritance, as well as services for corporate clients and pension funds.

The VZ offers a free initial consultation exclusively for employees of Toolpoint members in order to prepare for retirement. Toolpoint has a link on its homepage where our members' employees can register directly for a consultation.



3

Organization

Toolpoint’s structures remain very lean and the organisation continues to be run along entrepreneurial lines. The most important decision-making body is the Annual General Meeting. The Board of Directors provides the basis for decision-making.

The current members of the board of directors are:
Michael Collasius (President), Helmut Knapp (Member of the Board), Ulrich Kanter (Member of the Board)

Advisors
Danielle Spichiger, Cantonal Office for Economic Development and Labour
Professor Peter Ryser, EPFL, Dr Philippe Steiert, CSEM

Accounting Unitreva AG	Auditors Treucontrol AG
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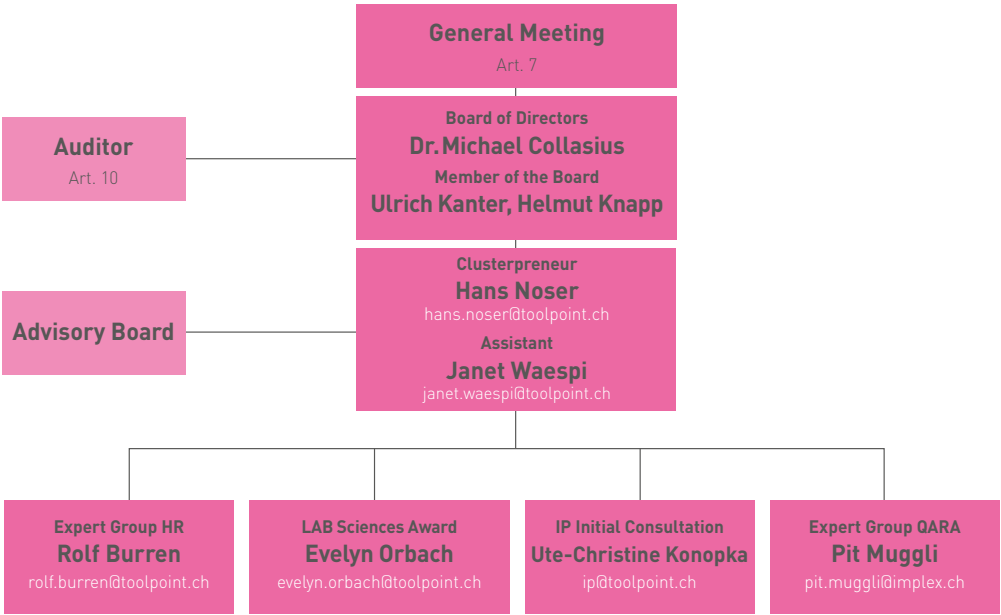


Fig. Toolpoint organisational structure

All delegates met once this year for the Annual General Meeting.

The Delegates’ Conference defines programmes for the projects and for Expert Groups. It also serves as a platform for the exchange of information and setting out the general course of direction.

Due to high VAT requirements, Toolpoint Management GmbH was founded in 2010. This foundation enabled the risk of additional payments to be minimised.

Experience in taxation practices relating to value added tax has shown that, at the present time, Toolpoint does not need to be structured as a limited liability company. For this reason, Toolpoint Management GmbH was liquidated at the end of 2016. In the future, all services will be provided exclusively via the association.



4

Financial Report

» Audit Report 2020: Toolpoint for Lab Science

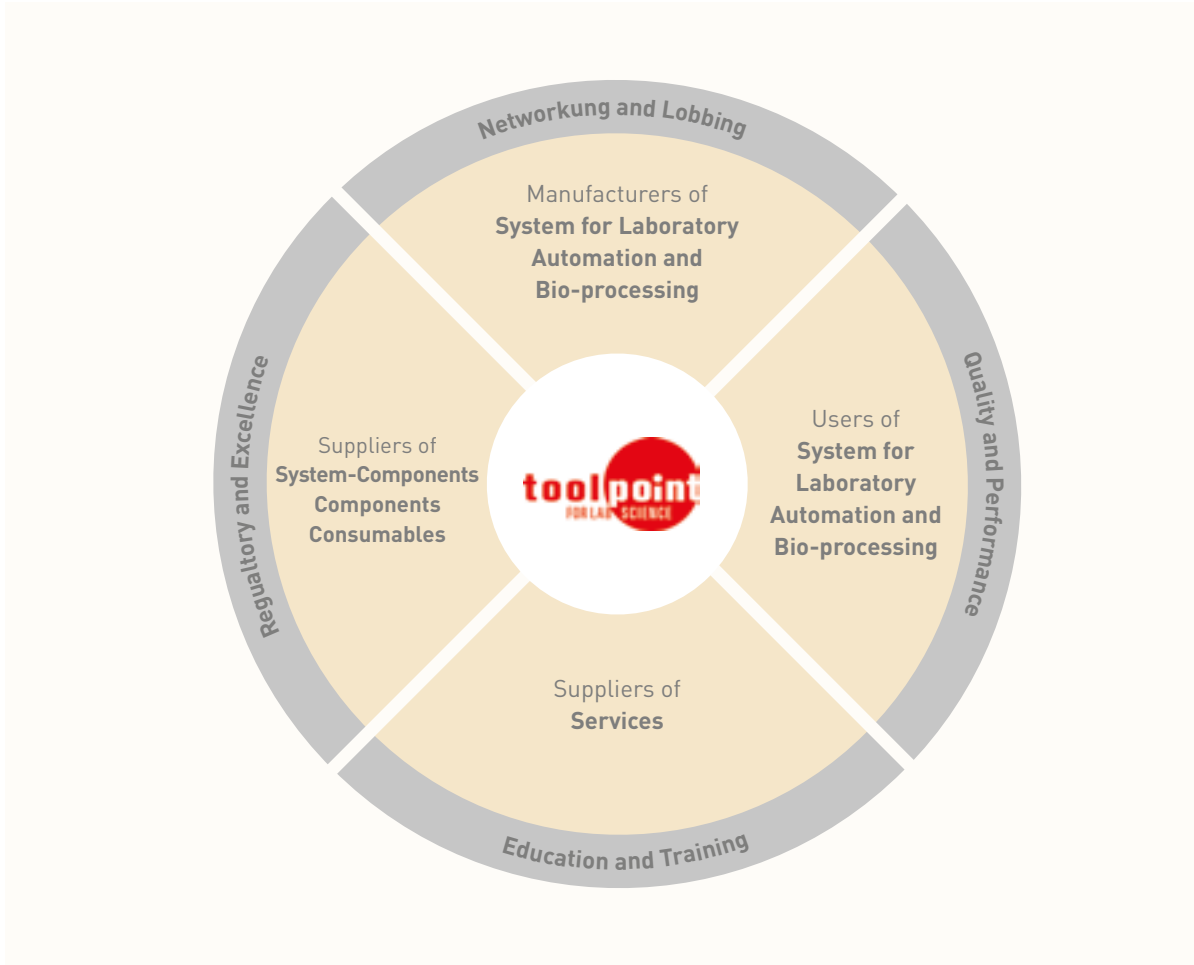


5

Outlook

The experience of video conferencing gained during the COVID-19 pandemic will be applied in the network in future. It gives members who are not in the immediate vicinity of Zurich the opportunity to participate in events. This has prompted us to conduct a large proportion of our events as hybrid events. We have set the following targets for 2021:

- Foundation of the House of Lab Science AG, which will operate the Innovation Park in Hombrechtikon.
- Preparation of the LAB Vision 2022 event that will take place on 27 and 28 April 2022 at Roche in Basel. This event is being organised in collaboration with Spectaris and Roche.
- Various other events will also be organised either directly or under patronage.



Based on this strategy, we will work together with our members to extend the network in 2021 to create sustainable benefits for all participants.



Layout and production

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