



Annual Report 2014

Enhancing LabScience



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1

The Toolpoint Cluster develops!

Toolpoint has reported continued development in its eleventh financial year.

Our aim is to further increase the focus of our network with the new Cluster name Toolpoint for LabScience.

The Toolpoint Cluster is intended to deliver value added for the instrument manufacturers in the field of laboratory science in Switzerland and neighboring countries.

In 2014 Toolpoint organized events at various levels.

Our Multi-Level Networking approach enabled us to deliver benefits for our members' wide range of employee functions.

The challenges posed by the market call for ever increasing levels of cooperation and an interdisciplinary approach.

We have an excellent network setup with the structuring of system providers, suppliers and academia for being able to face up to the challenges of the markets.

The Symposium on Lab Automation at the University of Applied Sciences (HSR) in Rapperswil has been enabled to be developed together with Toolpoint to such an extent that it has matured into a well established laboratory science event.

Thanks to the support of the Veronika and Hugo Bohny Foundation we are able to award prizes for the best bachelor theses produced by students in collaboration with the industry.

In the meantime Universities of Applied Sciences from Switzerland, Germany and Austria are now committed to this Award.

We have been able to share the work within the network between a number of experts

Sharing the work between a number of experts guarantees more expertise in the network.

Robert Pletscher and Rolf Burren have joined the Team.

Robert Pletscher coordinates all the Expert Groups and heads the new Logistics & Production Expert Group.

Rolf Burren heads the HR Expert Group.

We are confident that this setup will allow us to deliver even more benefits for our members.

The Toolpoint Team

2

Highlights of the Year

e² 4 E Education Platform Project has started

By e² 4 E (efficient education for Enterprise) Toolpoint offers a useful service for the network!

- An adaptive learning platform ex. an offer basing on better where employees of Toolpoint members can train and certificate individually.
- Depending on the need, the training would lead into an internal Learning Management System (LMS) or be transferred to the Learning Management System (LMS) of the members.
- The platform is an exchange bourse on which all participants feed their learning content. Those contents would then be adapted for learning objects and can be offered to the network as lessons with certificate.
- The platform would have the appropriate CI for every member.
- The feeding of learning content and the consumption of training could that way be balanced.

The project was initialised in 2014 by a proof of concept phase in 2015 we will design the business case and are looking for members who will join this platform. Hopefully we will launch the platform to the community at the end of 2015.

Toolpoint Lab Science Award sponsored by the V. & H. Bohny Foundation

In collaboration with the Veronika and Hugo Bohny Foundation, Toolpoint gives awards for the best bachelor theses which are compiled between academic institutions and industry and focus on a life sciences topic. In 2014 we made the decision to grant the LabScience award at the Symposium on Lab Automation. The next award will be at the symposium on March 19, 2015 in Rapperswil.

New Members

During this business year Toolpoint expanded its membership with one new company: Zühlke Engineering AG. The following companies resigned their membership during the year: Milani Design, Stratec Biomedical Systems, Hamilton Bonaduz.

Establish the Expert Group Logistics and Production

Logistics and Production in a regulated market are a big challenge for all our members.

In this case we established a new Expert Group L&P. Robert Pletscher has a lot of experience in L&P and will lead this Expert Group.

Apprenticeship Promotion goes to final Stage

Toolpoint helped to establish new apprenticeship positions by supporting and guiding the apprenticeship promotion office. The office aims to support apprenticeships in eight towns in the region of Meilen. Toolpoint started this program eight years ago. Per end of 2014 the second period of the agreement with the towns in the region Meilen comes to an end. Toolpoint will not be continuing this program anymore. At the end of 2014 Toolpoint transferred the program to the towns in the region of Meilen.

New Format for the Meeting of Delegates in Autumn

The Meeting of Delegates in autumn was a combination of C-Level Diner, Expert Roundtables and the Meeting of Delegates. Toolpoint was guest of Robert Bosch GmbH, Packaging Technology in Waiblingen, Germany.

On the evening before the Meeting of Delegates started, Robert Bosch GmbH, Packaging Technology invited the C-Level Diner to the Vinothek Fellbach. The following morning we had various excellent speeches on the subject of the future.

Healthcare 2030 - Trends, Business Models and new Development Approaches

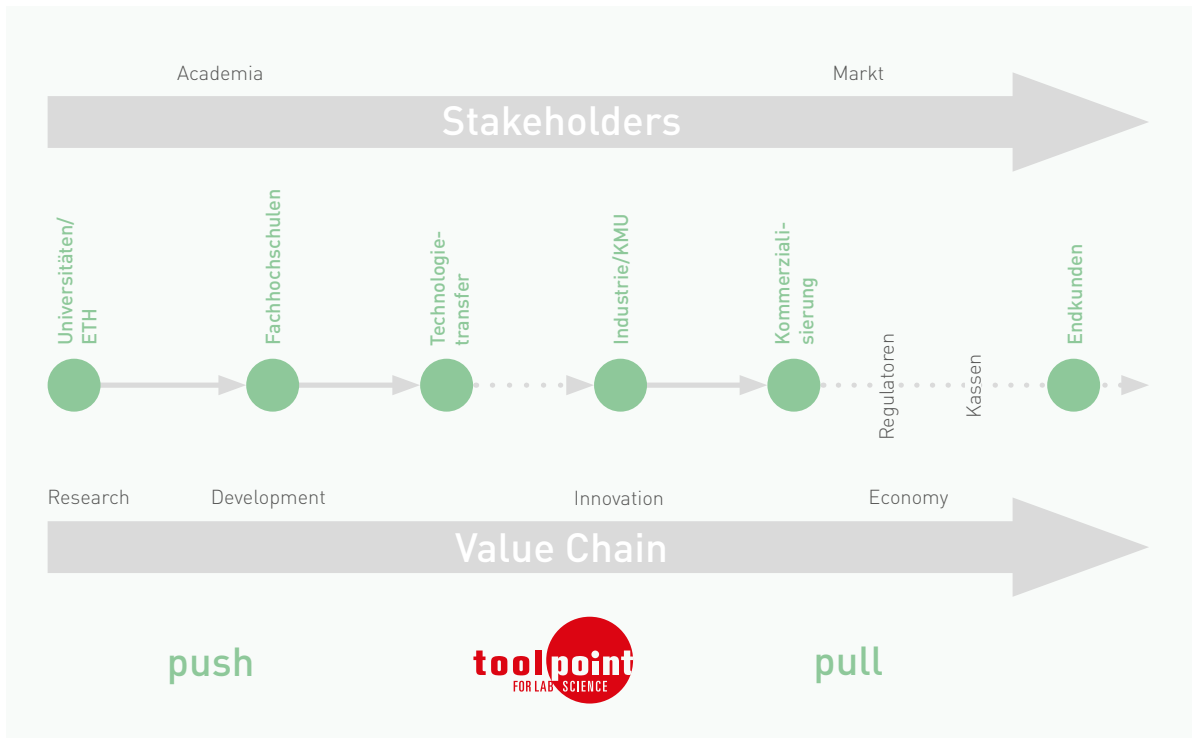
- 9:30 Greeting
- 9:45 Trends in the pharma market
 - Dr. Johannes Rauschnabel, Direktor, Process Engineering, Packaging Technology Pharma, Robert Bosch GmbH
- 10:15 Pharmagenomics: The way to personal treatment
 - Prof. Dr. Matthias Schwab, Institut f. Klinische Pharmakologie am RBK, Stuttgart
- 10:45 Break
- 11:00 Digital Prevention and Care
 - Ralf von Bär, Managing Director Bosch Health Care GmbH
- 11:30 Disease profiling, biomedical big data and novel therapeutic solutions
 - Dr. Michael Rebhan, Senior Investigator, Hub Leader, DMP; Novartis
 - Institutes for Biomedical Research
- 12:15 Buffet lunch
- 13:15 Guided tour of BLS /Bosch Packaging
- 14:00 DC
 - 1. Minutes of the DC dated April 11, 2014
 - 2. Review of 2014
 - 3. Program for the Year 2015
 - 4. General Information Concept Expert Groups
 - Report HR EG (Rolf Burren)
 - Report IP EG (Hans Noser)
 - Report RA EG (Evelyn Orbach)
 - Report RENE EG (Hans Noser)
 - Production & Logistics Report (Robert Pletscher)
 - 5. Projects (HN)
 - 6. Budget 2015
 - 7. Presentation by the new Toolpoint members:
 - Zühlke Engineering AG, Schlieren

approx. 17:00 End

Toolpoint Members



Toolpoint aims to promote innovation in lab automation. We do this by bringing our members together to address current life science themes and market demands. This takes place on different 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 with current scientific research. By being the contact for client groups, we endeavor to identify common topics and implement them together with our members. This led for example to <http://www.sila-standard.org/> or the “Development of Standard Test Procedures for Quantifying Carry Over from Fixed Pipetting Tips in Liquid-Handling Systems”.





3

Information on Fields of Application

Toolpoint's activities and services can be divided into six so-called fields of application.

These correspond to the structure used in Cluster theory:

- 3.1 Innovation and Technology
- 3.2 Networking
- 3.3 Education/Human Resources
- 3.4 Commercial Collaboration
- 3.5 Policy Action
- 3.6 Cluster Expansion

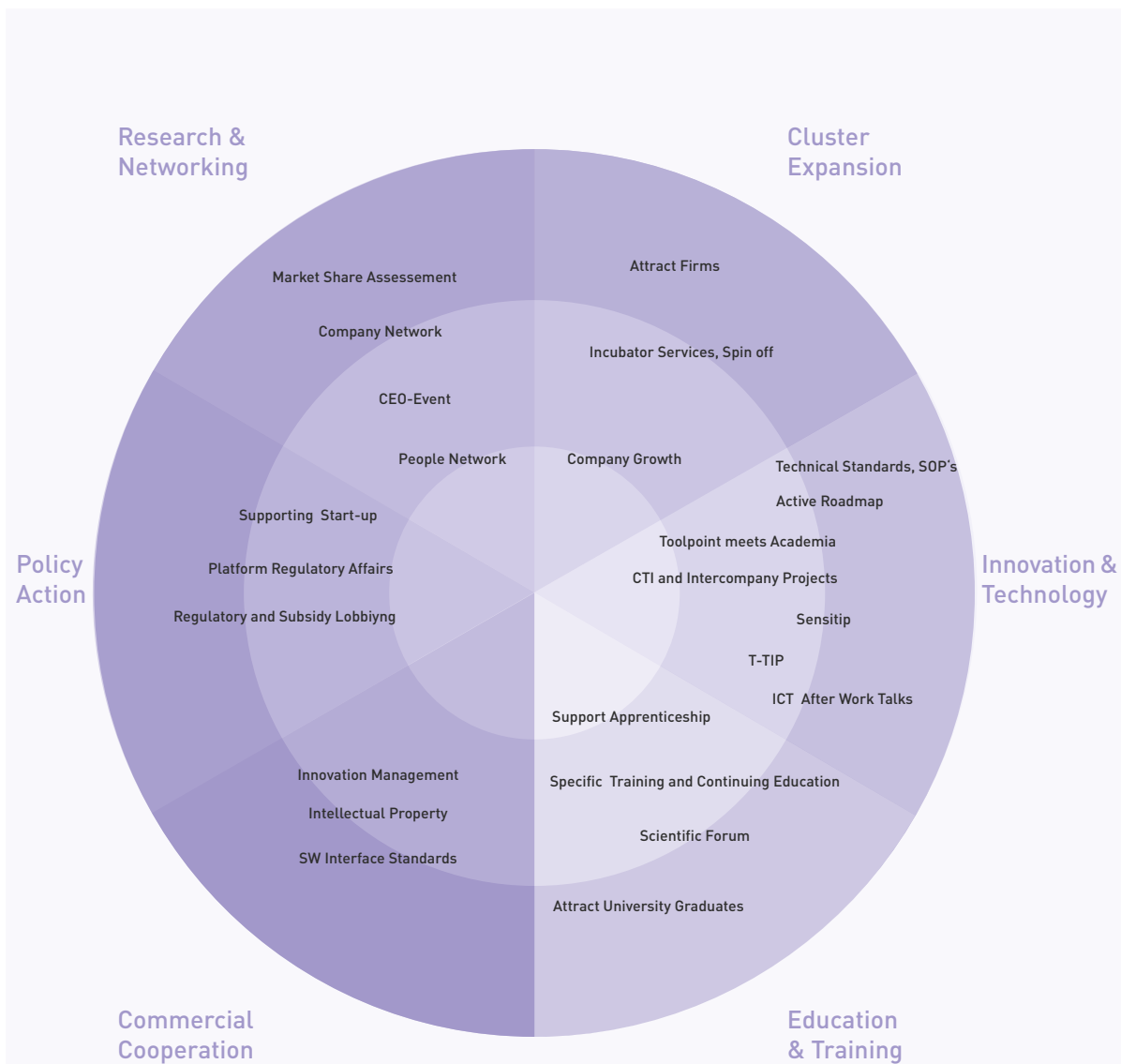


Fig. The Cluster Initiative Target Board by Örjan Sölvell, Göran Lindqvist and Christian Ketels, extract from The Cluster Initiative Greenbook (Stockholm: Bromma tryck AB, 2003) 27, supplemented by Toolpoint specific services.

3.1 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, potentially interested member companies 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:

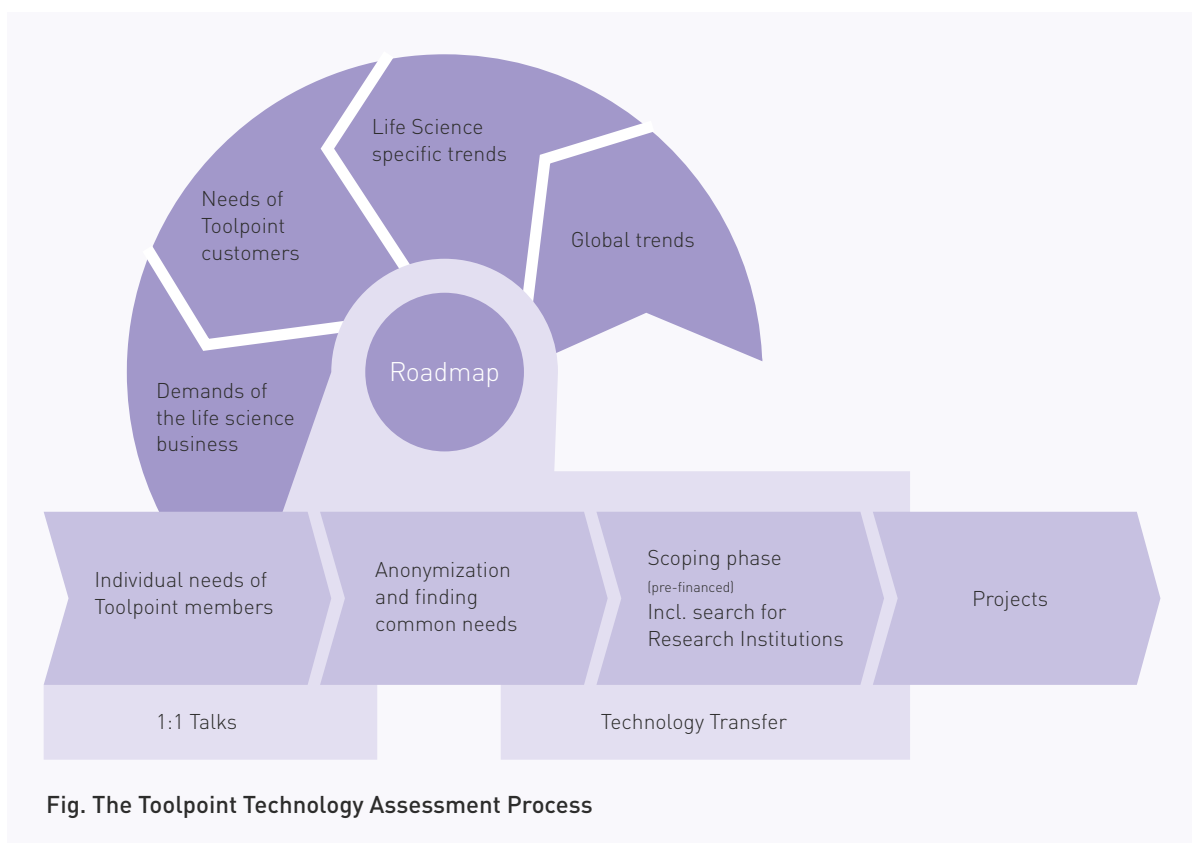


Fig. The Toolpoint Technology Assessment Process

3.1.1 Roadmap Team, new Window of the Future

In 2013 we discussed in a roundtable "What will laboratory science look like in 2025?" In November 2014 at our Meeting of Delegates held at Bosch Lab Systems in Waiblingen, Germany, we took a broader perspective. We invited 4 speakers - Dr. J. Rauschnabel, Director Process Engineering at Packaging Technology Pharma, Prof. Dr. Matthias Schwab Institute for Pharmacology, University Tübingen, and Robert Bosch Hospital, Stuttgart, Dr. Ralf von Bär, Bosch Health Care GmbH, and Dr. Michael Rebahn, Novartis Institutes for Biomedical Research - to give us their views on Healthcare 2030 – Trends, business models and new development approaches. One interesting aspect which became obvious is the need for individual, longitudinal data collection and interpretation to achieve better treatments specifically for chronic diseases. This will need a much better integration of various kinds of data collected in the lab, in the clinic or at home.

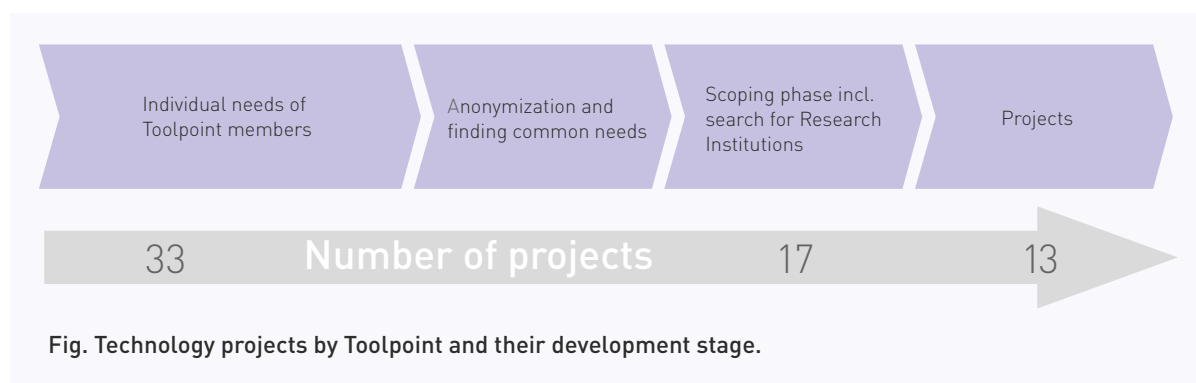
3.1.2 Current Technology Projects (overview)

Numerous Projects since the Founding of Toolpoint

Since the founding of Toolpoint, 33 projects have been carried out in relation to the Toolpoint activities.

After the process of evaluation by our members, 17 of these projects were converted to the scoping phase. 13 projects were considered to have no possibility of being completed successfully.

The reasons why 4 projects were eliminated between the scoping phase and project phase are as follows: 1 project became integrated into another project, 1 project was considered to be too competitive and 2 projects are on hold.



3.1.3 Further activities:

Swiss Symposium on Lab Automation (at the ILT in Rapperswil)

The Swiss Symposium on Lab Automation, organized by the Institute for Lab Technology (ILT), took place March 20th, 2014 for the 4th time at the University of Applied Science, Rapperswil. This year the symposium focused on in-vitro diagnostics. Prof. Dr. Martin Fiedler, Head of the Institute for Clinical Chemistry, Inselspital Bern, gave the opening session, with an impressive view on the future of clinical chemistry. Today more and more analyses are processed in a highly automated fabric-like style with a continuous focus on further cost reduction. But if the scientific discipline of clinical chemistry is to be of value in the future it has to refocus on consulting its medical partners and patients. This extension to patients might lead to the integration of external data - collected by a broad range of apps or point of care devices. A more mid-term development which we might expect is an extension of methods specifically into metabolomics.

After the lunch break Hugo Bohny presented his motivation for establishing the Lab Sciences Award. This prize of the Hugo and Veronika Bohny foundation is organized through Toolpoint e.V. It awards bachelor thesis in the field of lab sciences and diagnostic technologies. The next ceremony will take place March 19th, 2015 at the 5th Swiss Symposium on Lab Automation.

The Symposium, which takes place each year in March in Rapperswil, offers specialists from the fields of instrumentation and automation an excellent platform for knowledge exchange as well as the opportunity to meet potential cooperation partners.

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 of SystemsX is trend-setting. The collaboration and the shared network should bring the parties involved the following benefits:

For the Industry: formulating visions, 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: 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 could be of interest to our members.

3.1.4 SiLA

The SiLA consortium for Standardization in Lab Automation develops and introduces new interface and data management standards allowing rapid integration of lab automation systems. SiLA is a non-profit membership, originally founded by Toolpoint in 2009 and since 2012 a fully independent organization. SiLA provides for interoperability, flexibility and resource optimization based on standardized communication protocols and content specifications as well as cost effective integration and exchange of intelligent systems. The SiLA core concept is based on Web Services (SOAP, WSDL, XML), TCP/IP and Ethernet.

Further information at www.sila-standard.org

3.1.5 Toolpoint Technology Information Platform (T-TIP)

In 2014 we organized three T-TIP. The first took place on February 25th, 2014 at the HES-SO in Sion. Dr. Sergio Schmid, Head of the Institute of Life Technologies and Christophe Bianchi, Head of the Institute of Systems Engineering, together with their staff, presented their core competencies and explained their organisational and financial structure. In the second part we had the opportunity to visit different labs and see latest developments which might be of interest to our participating members. Through this visit an ongoing dialog and evaluation of potential projects between HES-SO and the participating members was initiated. In 2015 the EPFL will open facilities close to the HES-SO which should facilitate projects which need applied sciences as well as the more theoretical approaches from the EPFL.

The second T-TIP was a joint event with the CSEM and the IN-Artis Network, a government funded agency, which started in western Switzerland but is now expanding into the German region. Its tasks are to accelerate networking, communication and cooperation between new and old economy, between scientific institutes and SMEs to stimulate innovation and growth of start-ups.

Through this joint event we were able to attract an additional audience to our Toolpoint / CSEM session in the afternoon.



The 3rd T-TIP took place in Hombrechtikon at Zollner Electronics and Qiagen Instruments facilities. We gained an insight into the motivation and the process of how Qiagen transferred its production to Zollner Electronics and learned about the critical points which have to be managed. In the second part we visited the manufacturing facilities of Zollner Electronics, experienced how they adapt to variable demand and guarantee the quality needed.



3.1.6 Scientific Forums

Toolpoint organized two Scientific Forums in 2014. The first was held March 11th, 2014 in the "old format" in Hombrechtikon. We covered the topic: "New Business Development by Open Innovation".

Our Guest, Dr. Rüdiger Jelitte, VP New Business Development at Evonik Industries AG, talked about different settings they have explored to accelerate their innovation by external - open - cooperation. He presented in detail how they developed different scenarios and pointed to the benefits and unforeseen difficulties when the financial crisis occurred. But due to this forward thinking process they were able to achieve a huge recovery success shortly after the crisis. It is a time consuming exercise but it is worthwhile doing, "to be prepared" is the best you can do to manage uncertainty.

For the second event we switched the format. We organized together with our member InSphero AG, Schlieren, an afternoon symposium on the topic of "Challenges and opportunities in the development of novel antitumor therapies - Potential contribution of cell models."

More than 50 participants followed the talks of our guests: Prof. Ralf Kemkemer, University Reutlingen & MPI Stuttgart, Prof. Wilhelm Krek, ETH Zurich, Dr. Markus Rimann, ZHAW and Dr. Jens Kelm, CSO InSphero AG

The Scientific Forums are sponsored by:



**Office for Economy and Labour
of the Canton of Zurich**
Economic Development

3.1.7 After Work Talks

Staged three to five times a year, ICT After Work Talks are targeted at development engineers within the member companies who specialize in software or system engineering. Discussions focus on Life Science topics in the field of information and communications technology (ICT). Depending on the topic, the presenting participants may be members, other cooperating Clusters, or enterprises with a track record of interesting applications.

02.19.2014: Scrum Workshop

Under the heading of „Agile Projects“, the participants at Toolpoint's first After Work Talk (AWT) were able to see how efficiency and performance are enhanced with the 'agile' approach to working. With the help of practical exercises, Marcel Altherr demonstrated how to work efficiently. In his presentation he explained SCRUM using simple examples. SCRUM is a work technique which can be applied not only to software projects.



05.15.2014: Mobile Medical APPs

Mobile Medical APPs are already used today in many technical applications. With the help of various examples, Mr. Hugo Beck of Infoteam showed what is already available on the market and what to look out for when using APPs in the field of Life Science.



08.27.2014: Industry 4.0

Industry 4.0 – more hype? The idea, the beginnings of which go back to theory-based work from the middle of the 1990's, only began to assume any concrete form a few years ago. However, i4.0 is to a significant extent still just a fanciful idea with few solid foundations. The basic concept is to make manufacturing more flexible for the benefit of flexibility in production and to make savings. The aim is for monolithic production lines to be replaced by flexible production networks through to the geographic distribution stage. An "intelligent" workpiece should know of its own accord how, where and when it needs to be further processed. Using the i4.0 approach enables a number



of objectives to be achieved:

efficiency, resource efficiency, more product versions within the same manufacturing system, quicker conversion to different product versions and, if desirable, the geographic distribution of manufacturing. Last but not least „batch size 1“, i.e. the ability of companies to also accept small orders, as all the conversion work that is still carried out manually today will then be performed automatically.

12.09.2014: Introduction to GAMP5

The Good Automated Manufacturing Practice Supplier Guide for Validation of Automated Systems in Pharmaceutical Manufacture, known as GAMP for short, was published in 1995 by the UK Pharmaceutical Industry Computer Validation Forum. This guide has become the standard set of rules for the validation of computer-aided systems in the pharmaceutical industry.



GAMP 5 came into force in February 2008. Hans Noser gave us an overview of GAMP 5 and highlighted the differences in contrast to with GAMP 4.

3.2 Networking

3.2.1 CEO Event "Top of Toolpoint"

The CEOs met for the eleventh time for the "Top of Toolpoint" Event. This year's theme was the BRIC states. All the speakers have lived in these countries, some for several years and were able to share their experiences with the guests.

- Mr. Daniel Schmid, CEO of FISCHER PRECISE GROUP AG
 - Speech about Russia: "Experience of SMEs in Russia"
- Mr. Thomas Anwander, General Counsel and Group Secretary, Member of Group Executive Committee/Chairman of Board of Directors, Rieter India
 - Speech about "Incredible India: Opportunities and Challenges of doing Business in India as a foreign Company"
- Mr. Felix Aeppli, Managing Partner and CEO of Knowhow Transfer Org
 - Speech about "Challenge China"
- Mr. Prof Dr. Rudolf Minsch, Chairman of the Executive Board a.i. economiesuisse
 - Message of Greetings by economiesuisse and speech about "Experience and Service in International Exchange with the BRIC States"

The round of presentations was followed by an Apéro riche.

3.2.2 CEO Dinner

To stimulate further the exchange at the top level of our members we invited our CEOs on November 18th to the Vinothek Fellbach in Fellbach Germany. This first CEO dinner was kindly hosted by Bosch Lab Systems, a division of Robert Bosch GmbH. The event was well received and the informal exchange appreciated. It should become another permanent feature in our event calendar.





3.2.3 Life Science Zurich

Life Science Zurich is a joint venture initiated by the University of Zurich and the ETH Zurich to promote Zurich as an international center for cutting-edge research, first class education and economic innovation in the field of the life sciences.

Life Science Zurich establishes cooperation networks that bring together the major stakeholders in academia, industry and the public sector. LSZ supports a strong and modern life science curriculum in primary and secondary education. LSZ aims to offer one of the best doctoral schools worldwide in the field of the life sciences, and to prepare young researchers to develop into tomorrow's leaders in life science research, industry and society. In addition, LSZ stimulates dialogue between academic institutions, the wider public and industry and creates an atmosphere of mutual understanding, respect and trust.

Toolpoint is a member of the Life Science Business Network.

3.2.4 ELRIG

Toolpoint cultivates a constant exchange and contact with ELRIG (European Laboratory Robotics Interest Group).

3.2.5. SBA

Toolpoint is a member of the Swiss Biotech Association and is regularly represented at the "General Assembly".

3.3. Education

3.3.1 Human Resources Expert Group

The Human Resources Expert Group met twice and exchanged views on the main topics of "Talent Recruiting" and the "Human Resources Concept". The plans for 2015 in the area of Human Resources had been presented in November 2014 to the Meeting of Delegates.

Human Resources Concept 2015

The HR activities of Toolpoint can fundamentally be subdivided into three areas



Fig. HR Expert Group: Overview

HR Activities for all Members: Toolpoint essentially works on behalf of all members, e.g. in the organization of the Lab Science Award or for establishing contact with the Academy.

Graduates at Fairs (Toolpoint with its own Stand & individual Company Stand): Toolpoint will be attending the recruiting trade fairs in 2015 with a newly designed stand for the first time. Each member will be represented through their own logo. The members will also have the opportunity to appear on the Toolpoint stand as well as to acquire the leads created. A brochure will now be produced, in which all interested members will be given a page so they can present their own company. Taken together, these activities will enable the members to raise their profile among the graduates and to recruit the best talent. Toolpoint will also draw the graduates' attention to those member companies who have their own stand at the fairs.

HR Expert Group: The HR experts have defined various themes which they will be working on jointly in 2015. All members will now be invited to learn more about the topics and to participate themselves if they are interested. In this context, the topics will be assigned to those members who have expressed an interest and addressed in various groups. An exchange of views on all topics and groups takes place once a year. The topics/activities which the HR experts will discuss are attached.



Recruiting Talent from Academia

In 2014 Toolpoint was represented at the three graduate fairs **ZHAW in Winterthur**, **HSR in Rapperswil** and the **Polymesse in Zurich**. The graduates were introduced to the Lab Science sector and the range of job opportunities available. Over 200 discussions were held with students, resulting in the creation of 110 leads from potential recruits. The pool of candidates was made available to the members of the HR Expert Group. At the Toolpoint stand staff also referred visitors to those members who were also represented at the fairs.



Toolpoint will again be participating at the same three graduate fairs in 2015. Its presence will reflect the new concept as described above and is intended to increase the benefits for the Toolpoint members accordingly.

Remote Service Forum 2014

In 2014 Toolpoint didn't organize a remote service forum. Toolpoint plans to organize a new format of forum in 2015. The target of the new forum will be the combination of remote services and Industry 4.0.

3.3.2 Apprenticeship Promotion Program in the District of Meilen

The "Apprenticeship Promotion Program in the District of Meilen" is supported by eight municipalities: Erlenbach, Herrliberg, Hombrechtikon, Küsnacht, Männedorf, Meilen, Stäfa, and Zumikon. Toolpoint can look back on another successful year.

The Apprenticeship Promotion Program in the District of Meilen created or reactivated 5 new apprenticeship positions in 2014.

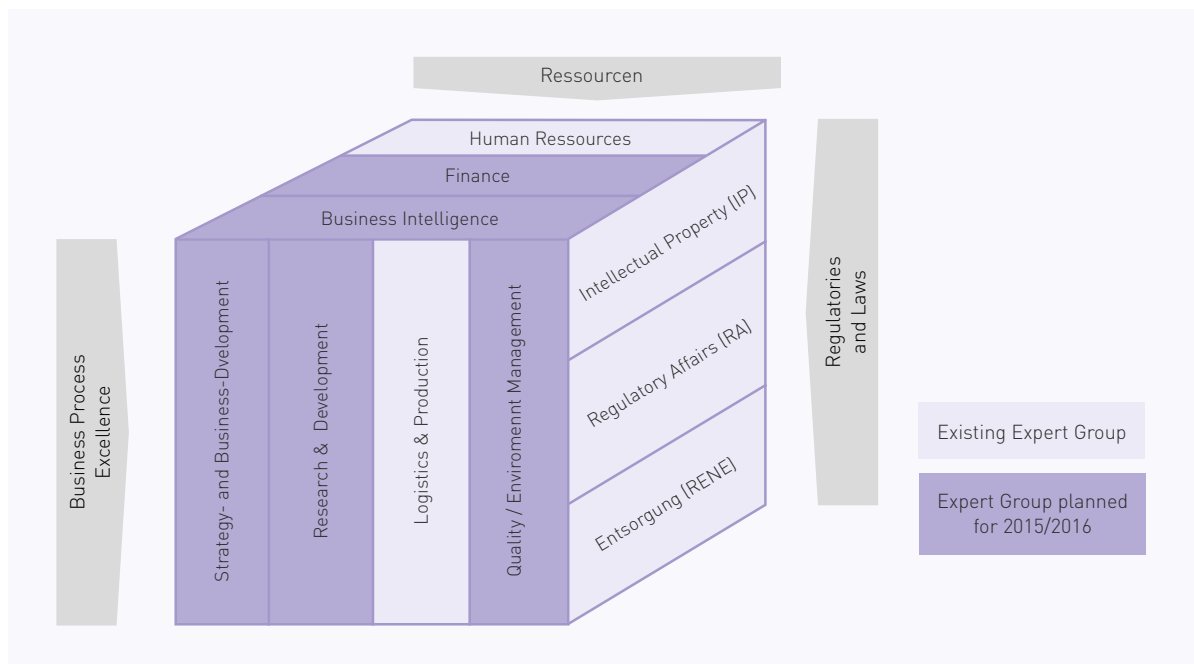
The agreement between the municipalities of the District of Meilen and Toolpoint came to an end in 2014. The program will be continued from 2015 by the municipalities of the District of Meilen themselves under the leadership of the municipality of Stäfa.

Toolpoint has developed a comprehensive program through its HR Expert Group to recruit talent at all levels. Toolpoint implements this program in all its members' regions at all levels (high school, apprenticeship training, graduation and internship, vocational further training college and university of applied sciences) in collaboration with the members and the training institutions.

3.4 Commercial Collaboration

Orientation

- We are focusing on 2 mega processes and 2 support processes:
- Influencing the product development process to achieve highly competitive “design for manufacturing” products
- Manufacture and distribution process, including the individual functions of order entry, materials management, production engineering and production/assembly as well as
- Quality and environmental processes, management organization processes



Activities

- Analysis of the needs of the members/clients
- Application of the new conceptual approaches in the area of L&P
- First steps in the area of Research & Development
- Creation of an attractive program for 2015, maintaining flexibility in order to respond quickly to current themes (for example turbulences on the currency markets in January 2015).
Oriented at all times towards the actual benefits for the members



3.4.1 Intellectual Property Expert Group

The goals of the IP Expert Group:

- Advancement and integration of IP professional competence through intercompany cooperation
- Establishment of a platform for mutually beneficial information exchange
- Standardization of contracts according to a check list
- 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:

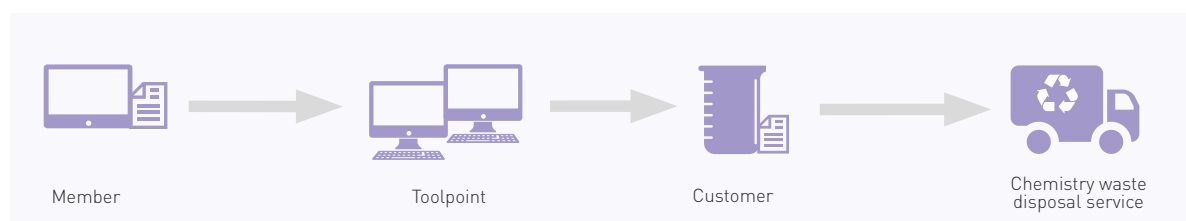
- Identification of and regular updates on areas and topics of relevance, e.g. RFID
- Copyrights in poorly regulated markets e.g. China
- Identification of specialist publications on topics of concern to the industry
- Setting coherent rules for remunerating innovators
- Issue of a glossary for the Lab Automation Industry
- Due Diligence
- MSE, patents and new initiatives

3.4.2 Chemistry Waste Disposal Service

Toolpoint offers a waste disposal service (RENE) to all members. Through this service, equipment can be disposed of professionally throughout Europe. The disposal follows the 2002/96/EG guideline. The waste disposal procedure is very simple and can be initialized via our homepage: www.toolpoint.ch. Just select the button www.toolpoint.ch/Recycling, fill out the decontamination form and initiate the pickup at any address. The Recycling Partner performs the entire process.

Due to this special agreement, Toolpoint members benefit of special conditions.

Currently Hamilton, Qiagen and Tecan are members of this Expert Group and perform their processes by using this Toolpoint service.



3.4.3 Supply Chain Management Expert Group

The Supply Chain Management Expert Group was set up in 2012. The group's goal was to highlight the Supply Chain Management process and to exchange information in order to optimize its own supply chain. At the moment this Expert Group does not have enough members. We will be revising this Expert Group in collaboration with a specialist and offer it again for 2015.

3.4.4 Innovation Management Expert Group

The Innovation Management Expert Group was set up in autumn 2012. The goal of this Expert Group is to acquire more knowledge about innovation and innovative processes and to discuss their implementation. We do this through moderated workshops and by regularly visiting highly innovative companies from different industry sectors. In 2013 we had formulated the topics for a workshop. The numerous other activities did not allow us the opportunity to stage this workshop. In conjunction with the development of the Window of the Future we will be evaluating whether there is a broader level of interest for this Expert Group and will then organize the workshop.

3.5. Policy Action

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

The Regulatory Affairs Expert Group met twice last year to discuss current regulatory issues. Notable topics that led to actual decisions or recommendations were: applicability of the new guidelines and regulations pertinent to machinery and products, recent changes regarding GAMP5, implementation of the packaging guidelines, safety and labeling, UL requirements, applicability of IEC 62304 regarding software for medical instruments, languages in which operating manuals are to be published and modifications of the RoHS guidelines.

Alongside the structured overview table of the standards and guidelines applicable for the member companies, the Expert Group made available a list of experts and representatives, within international committees, who can be contacted by members of the Expert Group for assistance in clarifying more complex regulatory issues. A comprehensive list of useful links for regulatory information was also compiled for use by the member companies.

In 2013 the group held its first meeting at Electro Suisse and then at the firm of Tecan. Numerous topics of interest were discussed at both meetings. Further meetings are planned for 2015.

3.6 Cluster Expansion

3.6.1 Members

A new member model was introduced in 2011. The model offers various categories of membership:

- Core Member
- Academic Member
- Observing Member
- Supply Member I
- Supply Member II
- Start-up Member
- Partner

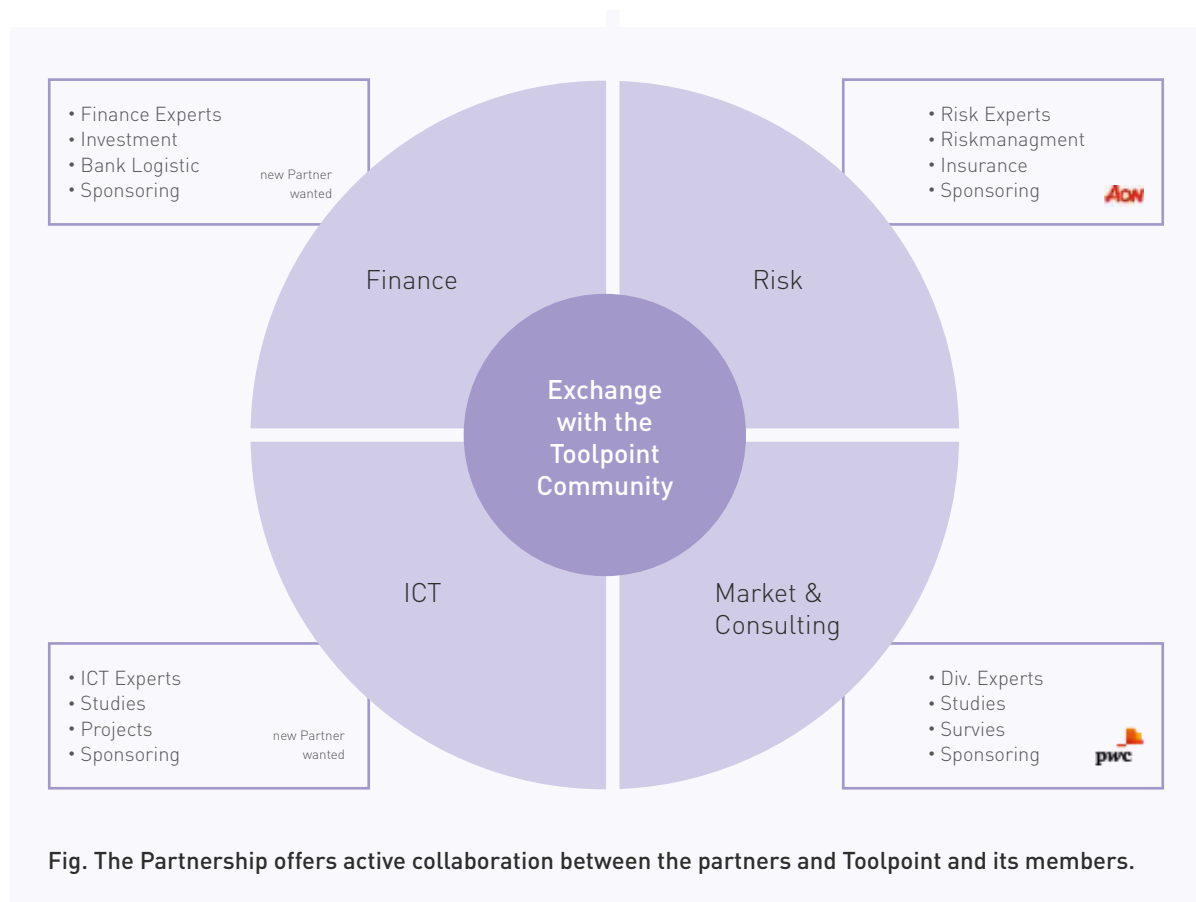
This enabled the necessary structure to be created. The Observing Membership is valid for one year, after which a suitable category will be chosen for the company.

The General Assembly agreed to the admission of the following new members, all of whom have made a notable contribution to increasing the competence of Toolpoint:

- Zühlke Engineering AG Schlieren
- BioRevels AG, Technopark Zürich

3.6.2 Partners

Toolpoint committed itself to identifying suitable partners in the area of risk management, finance, ICT and market & consulting.



For the field of Finance and ICT, Toolpoint is looking for new partners.

4

Organization

Toolpoint's structures remain very lean and the organization continues to be run along entrepreneurial lines. The most important decision-making body is the Delegates' Conference. The Board of Directors provides the basis for decision-making. In 2012, Dr. Martin Brusdailins from Tecan was appointed to the Board of Directors.

The current Members of the Board of Directors are

Dr. Michael Collasius (President)
 Pius Fink (Vice President)
 Dr. Martin Brusdailins
 Giovanni Pisano, (Treasurer, current)

Advisors

Daniell Spichiger, Kantonales Amt für Wirtschaft und Arbeit
 Prof. Peter Ryser, EPFL
 Dr. Philippe Steiert, CSEM

Auditors

Salensteiner Revisionsgesellschaft
 Reinhard Suhner
 8268 Salenstein

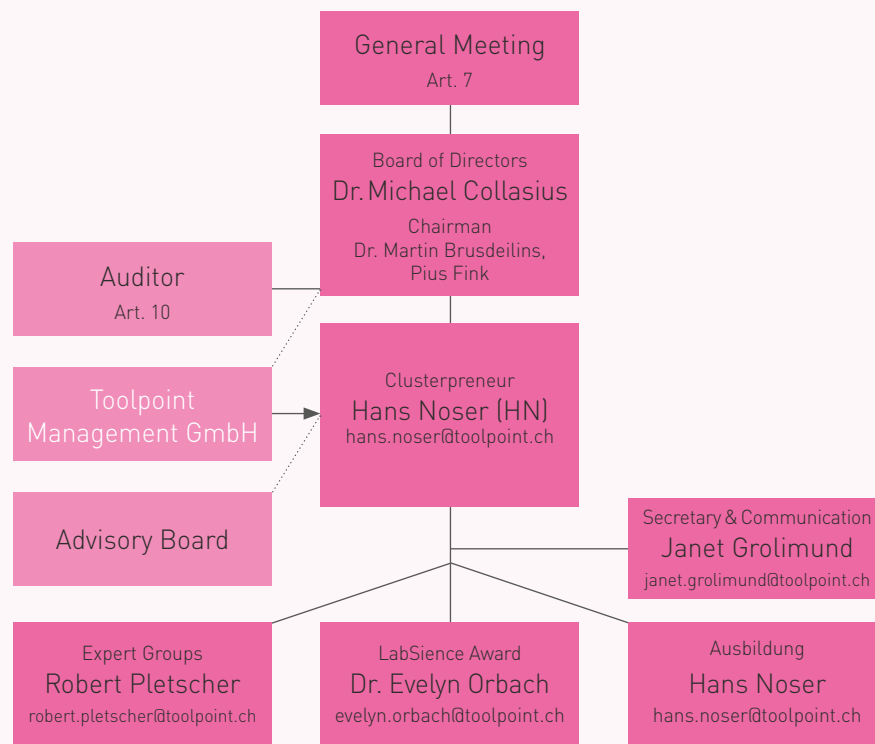


Fig. Organisation of Toolpoint

All delegates met once this year for the Delegates' Conference combined with the Annual General Meeting. A second Delegates' Conference was held in the fall exclusively for Core and Supply Members.

The Delegates' Conference defines programs 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.

Reorganization in Administration

Toolpoint has a new address:

The new addresses are as follows:

Verein Toolpoint für Lab Science
Quellenweg 14
CH 8634 Hombrechtikon

Toolpoint Management GmbH
St. Gallerstrasse 57
CH-8400 Winterthur





Room 7

A powerful network to innovate solutions in
Lab Science for



- diagnostics
- drug discovery
- analytics
- basic research

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Financial Report

	Toolpoint FY 2013	Toolpoint 2014
Revenues		
Membership contributions	155'722.50	151'815.60
Membership contributions (optionals)	83'502.80	94'547.29
Contributions apprenticeship promotion	89'980.00	70'900.00
Contributions of communities for location marketing	16'000.00	16'000.00
Contributions partner	35'000.00	22'900.00
Contributions Whoch ⁶	–	–
Bohny Stiftung	28'471.62	52'263.64
Other income	54'450.00	30'000.00
Total revenues	463'126.92	438'426.53
Expenditures		
Cluster management	95'000.00	95'000.00
Project management	115'052.38	72'288.10
Communication & administration	65'000.04	75'000.00
Communicators	–	–
Apprenticeship promotion	43'790.93	48'699.36
Optional third party cost (projects)	85'614.84	47'926.67
Bohny	1'055.97	–
Diverse expenses	71'259.77	61'167.02
Extraordinary costs/depreciation	2'957.00	3'510.00
Total expenditures	479'730.93	403'591.15
Result	–16'604.01	34'835.38

Comment on the Finance Report

Toolpoint is a Non-Profit Organization.

In the financial year 2014, the public sector (districts of Stäfa and Männedorf and the Canton of Zurich) accounted for 8.4% of our turnover.

On behalf of its members Toolpoint would like to thank you for this support.

The profit of CHF 34'835.38 enables us to convert the loss carried forward to a small profit to set aside.

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Outlook

In 2015, alongside the tried and tested activities, we aim to start up activities on two projects: On the one hand we are going to link the activities of the Expert Groups to common and current actual topics, and on the other, with the „Efficient Education for Enterprise“ project, we want to create a platform in which our members will be able to structure their training on a more efficient basis.

Hans Noser and the Toolpoint Team



Notes

Layout and Production

Dogbytes Websolutions GmbH

Editors

Nadine Noser

Hans Noser

Janet Grolimund

Verein Toolpoint for Lab Science

Quellenweg 14
CH-8634 Hombrechtikon

Toolpoint Management GmbH

St. Gallerstrasse 57
CH-8400 Winterthur

T +41 (0)55 264 14 47

F +41 (0)55 264 14 49

info@toolpoint.ch

www.toolpoint.ch