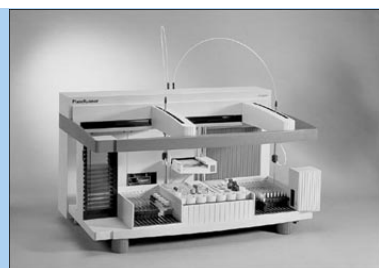


## Annual Report 2007/2008

**generating benefits**



# Annual Report 2008

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## 1. General Information about Toolpoint

**Toolpoint is a unique and successful vertical Cluster Initiative. It is entrepreneurially managed and unites leading instrument companies in the fast-growing Life Science branch.**

Toolpoint was founded in 2003 by Life Science Instruments Companies (LSIC) in the Zürich region to actively promote the development of the rapidly expanding Life Science instrument branch and to take advantage of the technical know-how available at local universities. Toolpoint primarily addresses the needs of its industry members and works according to the Pull Principle.

### Toolpoint

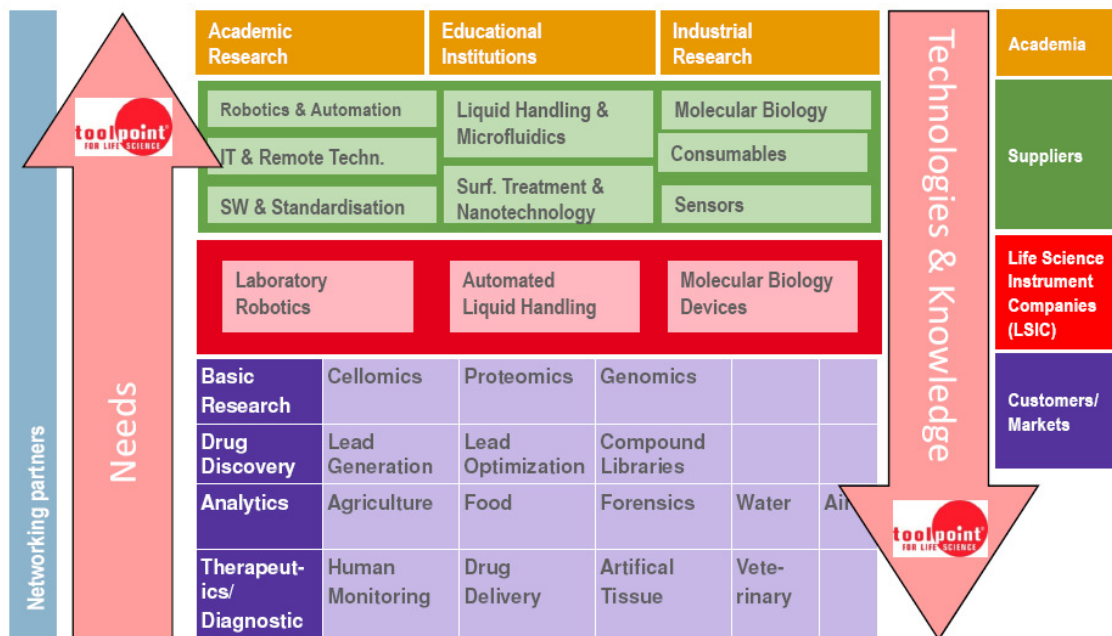
- generates benefits by combining competencies across member companies with common interests in order to increase their competitiveness by reducing costs and enabling inter-company projects,
- boosts innovation by actively promoting technology transfer,
- initiates and coordinates platforms, projects and expert groups in order to implement proposals and fulfil specific needs and requirements, and
- opens doors for start-ups, spin-offs and newcomers and facilitates their rapid entry into the market.

### Key Points

- Toolpoint is a vertical Cluster Initiative focused on liquid handling companies.
- It is a network that covers about 50% of the worldwide market share in the Bio-Pharma liquid handling business.
- It currently represents over 25 globally active companies with a turnover of about 4 billion US\$ and 20,000 employees.
- It accelerates the transfer of knowledge and technology and helps to strengthen the competitive position of its members.



## The vertical cluster: value added chain



The value added chain shows the target markets of Toolpoint (lilac), the technological core competencies of the suppliers (green), the knowledge and technology carriers such as universities (yellow-brown) as well as the core competencies of Toolpoint core members (red). Toolpoint is engaged in know-how and technology transfer focused on the demands of the target markets (indicated by the two arrows).

## Members of the Toolpoint Cluster

Life Science Instrument Companies (LSIC)	LSIC Suppliers
<b>Stock exchange listed:</b> Mettler Toledo, Greifensee Qiagen, Hombrechtikon Stratec Biomedical Systems, Birkenfeld, Neuhausen Tecan, Männedorf <b>Private / SMEs (KMUs):</b> Büchi Labortechnik, Flawil CTC, Zwingen Gilson, Paris Hamilton, Bonaduz Integra- Biosciences, Chur Leister Axetris, Kägiswil Seyonic, Neuchâtel Sias, Hombrechtikon Xiril, Hombrechtikon <b>Start-Ups:</b> SpinX-Technologies, Meyrin	<b>Private / SMEs (KMUs):</b> Arendi, Hombrechtikon CSEM, Neuchâtel, Alpnach Infoteam, Stäfa und Bubenreuth (D) Oxyphen, Lachen  Sensirion, Stäfa Surface Contacts, (D) SuSoS, Dübendorf Xavo, (D) und Basel Weidmann Plastics, Rapperswil <b>Start-Ups:</b> Osmotex, Alpnach Xeronics, Hombrechtikon

## 2. From the Managing Director



Dear Toolpoint Members, Ladies and Gentlemen,

We are now in our 5th business year and I am pleased to tell you that it has again been a very successful year with continued growth!

The annual report you are looking at has never before been so large and comprehensive. This reflects the ever-growing number of activities in which we are involved. These include maintaining the broad, carefully built trust between Toolpoint and our member companies, the consistent evaluation of members' needs and the focus on the creation of benefits. It is apparent in an impressive number of completed projects and others that are new. In addition to this, there are the expert groups that have already been institutionalised or that are in the process of development. The external impact of Toolpoint has been reinforced by activities such as active participation at MipTec, the Standardisation in Lab Automation Initiative (SiLA), the successful apprenticeship support program as well as participation at job recruitment events (e.g. at the ETH), just to name a few!

As a logical outcome, the Toolpoint network has been enlarged and strengthened. Besides the admission of new members (core members and suppliers), we have also forged closer contacts with the financial world. These contacts will be fostered and expanded in the Finance Expert Group for the benefit of everyone concerned.

The intensified collaboration with other partners of the Toolpoint value added chain, namely academia and end users (e.g. pharmaceutical) manifests itself in joint projects and initiatives (e.g. SiLA).

However, we know that Toolpoint could never be so successful without the strong commitment of our member companies who delegate employees to the different working groups where they actively participate and contribute their extensive know-how. At this point, I would therefore like to express my thanks and deep appreciation for this incredible support. I am convinced that the last five years of our development work have resulted in a stable foundation for the benefit of all the parties that participate and contribute. Despite the growing complexity, our small but efficient Toolpoint Team manages to keep the overall goal in focus and to stay on track. This is only possible with a high sense of motivation, commitment and dedication for which I wish to thank everyone.

Sincerely,

Peter Schleiffer



### 3. Highlights of the Year

#### **SiLA (Standardisation in Lab Automation):**

##### **Genuine Verticalisation! (see 4.1.2 and 4.1.4)**

Toolpoint as an independent organisation was invited by Biotech/Pharma companies such as Novartis and Roche to initiate and lead a global "framework for further standardisation for laboratory automation equipment".

#### **ETH Polymesse 08: lots of interest! (see 4.3.1)**

Toolpoint made 138 contacts with interested ETH students, despite the fact that the students were inundated with offers!

#### **MipTec, active participation in the Steering Committee (see 4.2.2):**

The turnaround has been achieved! 12 participants from the Toolpoint Cluster took part in MipTec. Toolpoint continues to represent the industry in the steering committee.

#### **Expert Group Finance (see 4.4.3)**

For the first time, the Toolpoint Network has been expanded with companies from the financial industry. The new members are PwC (Pricewaterhouse Coopers) and Bank Sarasin. The Finance Expert Group Finance is in the process of development.

#### **Expert Group WEEE: (see 4.4.2)**

A common solution for pan-European disposal has been successfully reached!

#### **Regulatory Affairs: (see 4.5.1)**

For the first time, instruments producers are together in a special group. The constitution of a common database has been started, as for example committee overview (Wiki!)



## 4. Information about Application Fields

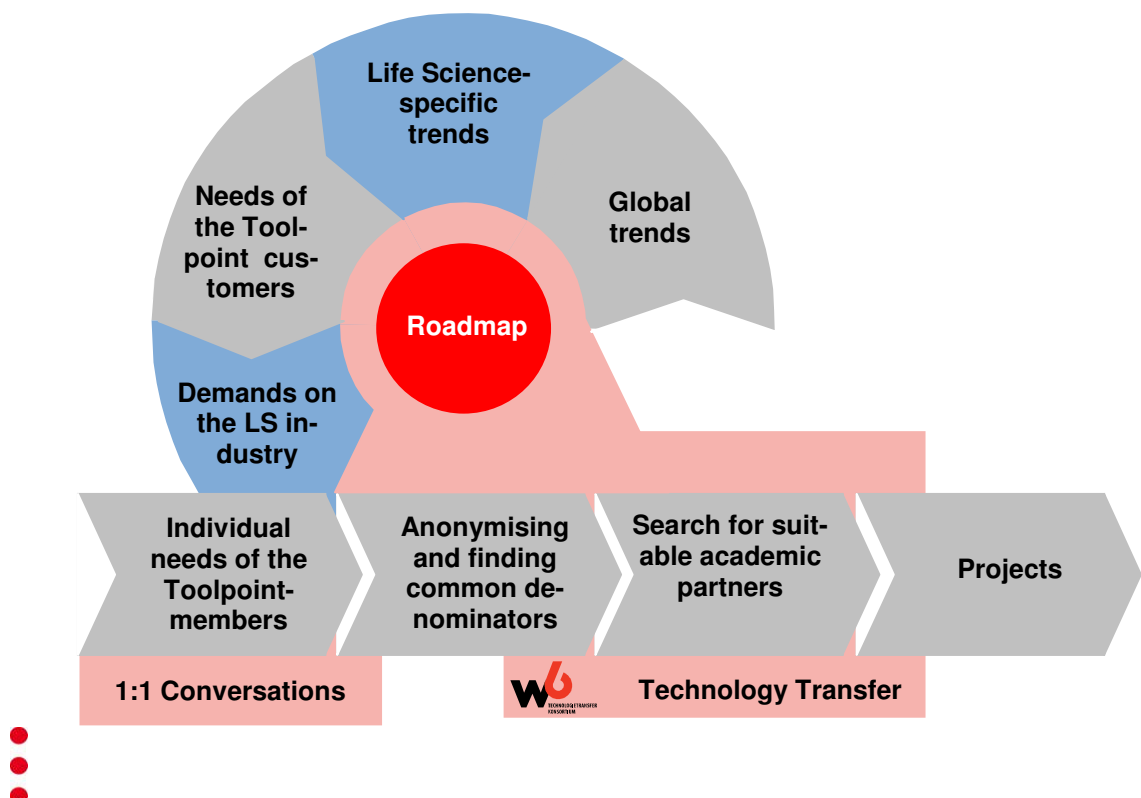
Toolpoint's activities and services can be divided into six main fields. This corresponds to the structure used in the cluster theory:

- Innovation and Technology
- Networking
- Education/Human Resources
- Commercial Collaboration
- Policy Action
- Cluster Expansion

### 4.1 Innovation and Technology

Enhanced trust among the members and the active participation of the companies this year has once again enabled Toolpoint to embark on new projects and to complete others successfully. Peter Schleiffer and Dr. Rino Kunz continue to follow the proven "Toolpoint Technology Assessment Process". This is based on 1:1 conversations held at regular intervals (2 per year) to gather information on future individual requirements of the companies and to look for common interests. The results of these conversations as well as the findings of the Roadmap Team (RMT) are then consolidated and presented to the member companies in an anonymous form. Certain effective common denominators emerge from the discussions showing whether there is enough support for corresponding new projects or proposals. The necessary expertise is obtained by including academic institutions or external companies in the projects. Following this, interested member companies can decide whether they wish to participate in a "pre-project" to determine the goals and budget of the project, and finally whether they want to participate in the final project.

The process is shown schematically in the diagram below:





#### 4.1.1 Roadmap Team

The Roadmap Team (RMT) is a kind of “Think Tank” for Toolpoint. On the one hand, it aims at updating the extensive Life Science Roadmap from time to time and on the other hand at discussing topics that can be of a somewhat more general nature or have a time horizon that is larger than for the subjects discussed at other expert committee meetings. The RMT thus acts as an “early warning system” to get alerts on market-relevant technological and other developments. The information gathered serves as a basis for making recommendations and taking decisions in the life science field. See also the “Toolpoint Technology Assessment Process” diagram.

On April 16, 2008, a workshop entitled “Roadmap – Quo Vadis” took place. The focus was on discussing and examining the relevance of the following five topics:

- Health markets (growth markets, maintaining and improving health, new distribution channels, for example Health Centres).
- The integral view (human being in a holistic approach, human attention AND ultra-medicine).
- Networking in the LS industrial sector (focussing AND interconnecting, coopetition).
- Systems biology (first concrete applications, future visions as drivers).
- POC (Point of Care: individualisation and personalisation, decentralisation).

In addition, the decision was taken to initiate a trend study on “New diagnostics markets – chances for growth and distribution channels in future customer- and patient-oriented diagnostics markets”.

#### 4.1.2 Technology projects

##### Current Projects:

HiPerTips	<b>Aim:</b>	Improving the pipetting performance of needles and tips.
	<b>Project Leader:</b>	Renato Nay, Hamilton, <a href="mailto:rnay@hamilton.ch">rnay@hamilton.ch</a>
	<b>Participants:</b>	8 from industry and 2 from academia
SiLA	<b>Aim:</b>	Framework for further standardisation of laboratory automation equipment.
	<b>Project Leader:</b>	Dieter Speidel, Xeronics, <a href="mailto:dieter.speidel@xeronics.com">dieter.speidel@xeronics.com</a>
	<b>Participants:</b>	See under 4.1.4
LAC Liquid Arrival Check	<b>Aim:</b>	Online check of liquid arrival at the destination well or container.
	<b>Project Leader:</b>	Rino Kunz, Toolpoint, <a href="mailto:rino.kunz@toolpoint.ch">rino.kunz@toolpoint.ch</a>
	<b>Participants:</b>	In discussion





### Completed Projects:

Pipetting Specs	<b>Aim:</b>	Standardisation and comparability of liquid handling (pipetting) specifications.
	<b>Project Leader:</b>	Dirk Heerklotz, Tecan, <a href="mailto:dirk.heerklotz@tecan.com">dirk.heerklotz@tecan.com</a>
	<b>Participants:</b>	5 from industry → summary of results is available via Toolnet
Carry over	<b>Aim:</b>	Define standardised methods for measuring carry-over in liquid handling systems and set standard test procedures.
	<b>Project Leader:</b>	Rainer Beckbissinger, Hamilton, <a href="mailto:rbeckbissinger@hamilton.ch">rbeckbissinger@hamilton.ch</a>
	<b>Participants:</b>	4 from industry and 2 from academia → in dissemination phase

Other projects terminated in the Toolpoint year 2007/2008 (list only – for details see previous report):

- **Microfluidics**
- **Workflow Solutions** (CTI Feasibility Study, confidential)
- **Toolpoint Tips:** Business Model for Toolpoint Tips (... and other basic components)

### Project on hold:

Cover & Pierce	<b>Aim:</b>	Developing new solutions for covering and piercing for liquid containers of different formats.
	<b>Project Leader:</b>	Martin Hirt, Qiagen, <a href="mailto:martin.hirt@qiagen.com">martin.hirt@qiagen.com</a>
	<b>Participants:</b>	3 from industry and 1 from academia

### In preparation:

Sensitip	<b>Aim:</b>	Online pipetting control with flow measuring system in tip.
	<b>Project Leader:</b>	Agathe Koller-Hodac, ILT/HSR, <a href="mailto:akoller@hsr.ch">akoller@hsr.ch</a>
	<b>Participants:</b>	8 from industry and 2 from academia

Field verification	<b>Aim:</b>	Offline check of pipetting performance by means of a special container (microtiterplate or other format) providing a volumetric readout of the amount of liquid arriving at the desired location.
	<b>Project Leader:</b>	Helmut Knapp, CSEM, helmut.knapp@csem.ch
	<b>Participants:</b>	3 from industry and 1 from academia

For possible future projects, see 7. Outlook.

### 4.1.3 Further Activities

#### **IVD Industry Connectivity Consortium (IICC, formerly CIC2):**

The Kick-off Meeting was on 28 July 2008. Toolpoint Membership Agreement as “General Interest Member” was signed by Peter Schleiffer in August 2008.

*The mission is to standardise the manner in which clinical laboratory instruments and information technology systems communicate orders and results with each other. IICC shall adopt standards that offer the greatest benefits to the general healthcare community and the greatest opportunities to all systems suppliers.*

#### **SystemsX.ch**

Toolpoint is in continuous contact. A SystemsX industry workshop is planned for 25 March 2009.

*SystemsX.ch is a research consortium with eight universities and three research institutions. About 80 research groups devoted to Systems Biology collaborate in eight Research, Technology and Development programs. The initiative is open to new partners if they have proven scientific track records in one or more areas of the Systems Biology. SystemsX.ch is funded by a federal budget of CHF 100 Mio for the period of 2008–2011.*

#### **Trend study on “New Diagnostics Markets”**

“New diagnostics markets – chances for growth and distribution channels in future customer- and patient-orientated diagnostics markets” (this study was recommended by the Toolpoint Roadmap Team). Participating in this project is W.I.R.E, the Think Tank of Bank Sarasin. So far, 8 companies have signalled their interest.

## **W.I.R.E.**

### **WEB FOR INTERDISCIPLINARY RESEARCH & EXPERTISE**

—  
Wirtschaft | Gesellschaft | Lifescience  
Think Tank der Bank Sarasin & Cie  
und des Collegium Helveticum von ETH und Universität Zürich  
[www.healthhorizons.ch](http://www.healthhorizons.ch)

#### **Competence Center for Medical Technology**

(CCMT, active hub between academic R&D providers and medical technology firms for establishing partnerships with the aim of realising new product innovations.



Active collaboration began on 22 August 2008. In addition to direct collaboration on specific topics on a case-to-case basis, we will also organise common events on topics such as "Rapid Prototyping", "RFID-plus", POC Devices.

#### 4.1.4. Standardisation in Lab Automation: SiLA Initiative

**Toolpoint as an independent organisation was invited by Biotech/Pharma companies such as Novartis and Roche to initiate and lead a global "framework for further standardisation for laboratory automation equipment". This invitation together with the positive decision at the CEO Event in May 2008 paved the way for the SiLA Initiative. SiLA defines standards supporting RAPID INTEGRATION of devices/instruments into automated lab environments.**

A project team was appointed under the lead of Dieter Speidel (CEO Xeronics). The core team consists of:

- Erwin Althof, Novartis
- Dr. Carsten Etzold, Hamilton
- Dr. Christof Fattinger, F. Hoffmann-La Roche
- Dr. Holger Linnertz, Mettler-Toledo
- Detlef Riedel, Xavo
- Peter Schleiffer, Toolpoint
- Dieter Speidel, Toolpoint/Xeronics
- Uli Syré, Infoteam
- Stefan Tömö, Tecan

At the MipTec Luncheon (14 Oct. 2008), the core team invited potentially interested people from other pharmaceutical, instrument and supplier companies to an event to explain SiLA and its goals and to ask them to participate in the further development of SiLA standards. The event took place with a full house (36 persons), and showed general support for this initiative. It is the right time with the right participants was the general opinion.



Dieter Speidel explaining SiLA and disclosing the new Logo that stands for Rapid Integration!





General support by all participants (MipTec Luncheon 14 Oct. 2008)!

#### SiLA status and plan:

- SiLA has developed a first draft of the **Standardisation Requirements**
- SiLA invites further major suppliers and biotech/pharma representatives to join the initiative
- The next steps planned are
  - Review and finalise the Standardisation Requirements (Draft Version 1)
  - Define Device Classes
  - Form work groups
  - Develop and release SiLA standards for Device Classes

A kick-off meeting is planned on November 18<sup>th</sup> 2008.

#### 4.1.5 Toolpoint Technology Information Platform (T-TIP)

Two T-TIP events were organised in this business year:

**29 May 2008 at the Zurich University for Applied Sciences (ZHAW) in Wädenswil** (main fields chemistry and biotechnology) with the participation of the **Institut für Labortechnik (ILT)** of the Hochschule Rapperswil (HSR, main fields laboratory technology and automation).

The services offered by this institute are very impressive and practical. They could well be of interest for members in the future. The presentations are available on the Toolpoint Toolnet.



Attentive listeners and an interesting tour of the ZHAW laboratories

**10 September 2008 at the Swiss Center for Electronics and Microtechnology (CSEM)** in Alpnach. Das CSEM in Alpnach, central Switzerland is specialised in Microassembly and Automation, Microfluidics and Microhandling, Packaging and Integration as well as Sensors and Systems. In addition, the activities for the control and modification of surface properties of the *Nanotechnology and Life Sciences* Division, Neuchatel were presented.



Theory and practice at CSEM as important partner for technology projects

## 4.2 Networking

### 4.2.1 Scientific Forums

Toolpoint plans 3 to 4 **Scientific Forums** per year. Scientific forums are useful for networking and for information exchange, and furthermore help to bring up specific topics that are of interest to our branch. These include possible future scenarios, technology trends, application examples and customer needs. Typically, 30 to 60 interested listeners find their way to the community hall in Hombrechtikon and participate actively at these meetings.

**26.11.2007: The Microsoft BioIT Alliance by Microsoft with Rudy Potenzzone.** The BioIT Alliance was formed to help communicate the key aspects of new tools to the Life Science community and to provide a forum for discussion between members of the Alliance. The Microsoft strategy and vision for the Life Science community was also presented.

**21.1.2008: Topic: Coopetition with Prof. Peter Abplanalp** of the University of Applied Sciences, Northwestern Switzerland (FHNW). The forum had to be cancelled at short notice due to illness of the speaker.

**19.5.2008: Pharma 2020: The vision. Which path will you take? Report of PricewaterhouseCoopers with Kate Moss.** The report indicates that the current pharmaceutical industry business model is both economically unsustainable and operationally incapable of acting quickly enough to produce the types of innovative treatments demanded by global markets. In order to make the most of these future growth opportunities, the industry must fundamentally change the way it operates. The study is available on Toolnet.



Quote: "It is an excellent opportunity to hear about topics that otherwise are not presented in this form! In addition, there is the exchange of opinions and thoughts between people."





#### 4.2.2 MipTec Steering Committee

Toolpoint is represented on the **MipTec Steering Committee** by Peter Schleiffer. Besides representatives from Novartis, Roche, Serono, Pfizer and other companies, Toolpoint was invited to attend this committee as the only representative of the vendors (exhibition). Peter Schleiffer was able to successfully present a number of requests for improvements on behalf of our members.

Some Toolpoint members took part at MipTec (14–16 October) for the first time. It was unanimously confirmed that MipTec was much more attractive than last year and that the atmosphere was much better. The negative trend of the previous years was stopped.

Toolpoint was present with a Toolpoint group stand.

The experience was also very valuable for Toolpoint. It allows Toolpoint to exert influence in the future to improve MipTec for all exhibitors and vendors.

Quote: “We’ll be coming again!”

Toolpoint sponsored the “Awards for Young Scientists”. The prizes were presented by Michael Collasius (President) und Peter Schleiffer.

1<sup>st</sup> prize € 1500

2<sup>nd</sup> prize € 500,

5 awards each of € 200

Group picture of the winners (note the high percentage of women!)



#### 4.2.3 CEO Event

The CEO Event took place with a full house in May of this year at the ETH Zürich. It was dedicated to the topic Coopetition (Competition and Cooperation). The feedback was very positive and the confidential nature of the meeting was highly praised.

Quote: “I was very pleased to note how open members were and their serious interest, not only in doing business together, but also in serving customers.”

It was unanimously decided to continue the “SiLA” and “Liquid Arrival Check” projects as coopetition projects.

Quote: “We need to listen to customers and be at their service. In the final analysis, it is the customer who pays for our living. I, for my part, believe that fulfilling the customer’s needs and being successful in business are not contradictory. More than that, we have the opportunity to work together for the benefit of human health. That, in turn, is for the benefit of us all.”



#### 4.2.4 Further networking activities

This year, Toolpoint was again invited to present itself and explain the Cluster Initiative and its success factors at numerous different functions and meetings. As far as time allows, these opportunities are normally taken.

### 4.3 Education

#### 4.3.1 Human Resources Expert Group

The HR Expert Group again met twice in this year and discussed current matters relevant to HR.

In addition, the HR Expert Group organised recruiting activities at three different universities:

##### ZHW Graduation Day, Winterthur (19.3.2008):

Toolpoint presented its various industry partners for the fifth time at the ZHW in Winterthur.



The fact that many students had already been inundated with job offers due to the current economic situation was apparent from the low level of interest. The number of students present was not very large either.

Although the “general public” was less numerous compared with other years, we were on the other hand approached specifically by students who were looking into specialist training possibilities on Toolpoint and who had prepared themselves appropriately before the exhibition or had visited our Internet website. This was particularly true for mechanical engineer-

ing or mechatronic students with specialisation in medical technology.

On the stand, the idea occurred to us that we should focus more strongly on these specialised fields.

##### HSR Job Market, Rapperswil (16.4.2008)

Toolpoint took part in this job market event for the fifth time. The number of people interested was somewhat limited; the market seemed to have dried up. A film presentation gave a deeper insight into our branch with the aim of making students better acquainted with the companies that participated. The presentation can be specifically expanded in future.

##### ETH Polymesse, Zürich (23.4.2008):

Toolpoint presented its industry partners at the ETH Zürich Polymesse (the largest recruiting fair in Switzerland) for the fourth time. As in previous years, the stand team (Sandra Schwendener/ Hamilton, Anja Kleeli und Marlise Dierauer/Tecan as well as Claudia Strahm and Marc Leuzinger/Toolpoint) received a lot of interest from the students and noted down many visitors and interesting discussions. Particularly surprising was the number of well-prepared biology students.





### Interest in practical training courses

Many visitors showed interest in these practical training courses. This is a well-proven method to enable students to get to know a company and afterwards possibly obtain a permanent position.

### 4.3.2 Apprenticeship promotion in the district of Meilen

The "Apprentice promotion program in the district of Meilen" supported by the nine communities making up the district has already been able to create apprenticeships in its first year in operation. However, we regret to say that the project manager Cornelia Fink died this summer. She laid valuable foundations and was well-liked by everyone. Due to her illness, activities in the second half of the year were very limited.

As of August 2008, Brigitte Böhi is the new project manager. With Brigitte Böhi, we have been very fortunate to gain an experienced and well-networked specialist for this task. Brigitte Böhi has had a long career in educational matters as well as in careers advising. She was previously with biz Meilen and was responsible for setting up the JOB PLUS careers integration program in the Meilen district.



She can offer support in the following areas (also for Toolpoint members that are thinking about training one or more apprentices):

#### Creating the apprenticeship position

- Reviewing and clarifying possible professions
- Reviewing and clarifying training possibilities (apprenticeships, composite solutions, practical training courses)
- Obtaining approval for training

#### Filling the vacancy for the apprenticeship

- Advertising the vacancies in the LENA (Cantonal list of vacancies for apprentices)
- Examining the applications and pre-selection of applicants
- Coaching in interviews
- Setting up the contract for the apprenticeship

#### Support and supervision during the apprenticeship

- Administrative support
- Coaching, especially when problems arise

## 4.4 Commercial Collaboration

### 4.4.1 Intellectual Property Expert Group

The IP Expert Group is the platform where patent applications from the Life Science branch are monitored. Furthermore, specialist questions are exchanged and recommendations in the international dealings for example regarding CDA/NDA agreements are worked out. The internal tasks include looking after the international name Toolpoint and the organisation of training courses in patent matters.

### 4.4.2 WEEE/RoHS Expert Group

The objective of arriving at a common Europe-wide disposal solution was achieved: The participating industry members and their customers can initiate the collection in the whole of Europe) with proper specialist disposal using the contact form on the Toolpoint Homepage



([www.toolpoint.ch](http://www.toolpoint.ch)). The collection and invoicing is coordinated by Toolpoint. A common solution to the branch-specific problems of decontamination practices was found.

#### 4.4.3 Finance Expert Group

The cooperation project of Toolpoint with PricewaterhouseCoopers began in January 2008. The newly formed "Finance" Expert Group deals with finance-specific topics that are relevant for management. The exchange of information and experience should follow at regular meetings. PwC can supply the specialist know-how in these Expert Group events. PricewaterhouseCoopers also has world-wide know-how regarding the Life Science branch. Toolpoint members were given an impression of this at the Scientific Forum on 19.5.2008.

**PRICEWATERHOUSECOOPERS** 

Participants: CFOs, CEOs, VRs

The needs of our members and the topics derived from them are currently being defined in individual discussions.



Appropriate to the current financial situation, a discussion meeting entitled "Life Science and Finance Crises" is in preparation.

## 4.5 Policy Action

### 4.5.1 Representation of interests for the branch (Regulatory Affairs Expert Group)

The RA Expert Group has met at regular intervals to discuss current regulatory problems. Important topics that led to decisions being taken or to recommendations being made were the applicability of new guidelines for machines, new changes concerning GAMP5, implementation of the packaging guidelines, safety and labelling and UL requirements, applicability of IEC 62304 regarding software for medical instruments, changes to the RoHS guideline and handling the German accident prevention regulation for electrical systems and equipment.

Besides a structured overview table with the standards and guidelines applicable for the member companies, the Expert Group has available a list with names of experts and representatives in international committees who can be contacted by members of the Expert Group to help clarify specific questions. Of particular advantage, here, are the direct contacts to the VDGH and the EDMA, the leading associations for manufacturers of in-vitro diagnostics in Europe.

## 4.6 Cluster Expansion

The general assembly gave the go-ahead for admission of the following new members. All have already been involved in different Toolpoint projects and contribute to increasing the competence of Toolpoint:

- **CTC**, Zwingen, Front End and automation systems
- **Gilson**, Paris (F), classis "Liquid Handlers"
- **Leister** (Axetris), Kägiswil, microsystems
- **SuSoS**, Dübendorf, Start-up with focus on surface technology
- **Xavo**, Basel, laboratory management systems

The follow companies have withdrawn their membership:

- **NT K&D**, Hombrechtikon, seals: reason - too few common point of interest with Life Science Instrument Companies
- **Sysmelec**, Gals: reason - the system integration projects that had been hoped for have not materialised.

At the next general meeting, several companies have registered interest for membership.

Currently the "Toolpoint Map" is as shown:



## 5. Organisation

The Toolpoint organisation is still very lean and is entrepreneurally managed. The most important decision-making body is the delegates' conference. The Board of Directors prepare the basis for making decisions. Members of this board are:

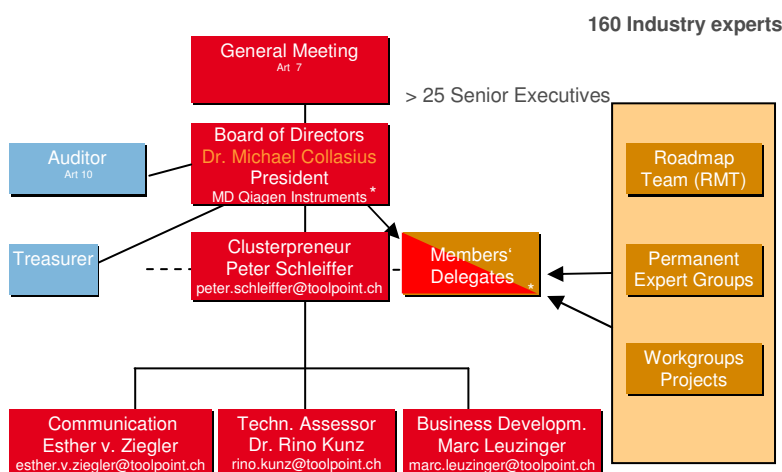
Michael Collasius, President (previous, elected until 2009)  
 Matthew Robin, Vice President (new, elected until 2010)  
 Giovanni Pisano, Treasurer (previous, elected until 2009)  
 Peter Schleiffer, Secretary (previous, elected until 2009)  
 Dieter Speidel (previous, elected until 2009)  
 Nic Alexakis (previous, elected until 2009)

The retiring Vice President, Max Linder (METTLER TOLEDO) was sincerely thanked and given a round of applause for his many years in office.

Advisors: Rolf. W. Arndt (elected until 2009)  
 Adrian Stettler (elected until 2009)

Auditors: Hansjörg Länzlinger, Tax assessment office, Hombrechtikon (elected until 2008)  
 Rolf Naef, Zeiss Schweiz, Feldbach (elected until 2008)

### The Toolpoint Organisation:



The delegates met three times this year for a delegates' conference, whereby the delegates' conference in November 2007 was held in combination with the Annual General Meeting. At the delegates' conference, the signals and points are set for the different projects and Expert Groups, and information important for Toolpoint's work is interactively gained.



## 6. Financial Report

### Revenues

Membership contributions	204'258.00
Membership contributions (optional)	203'489.00
Contributions apprenticeship promotion	67'500.00
Contributions of communities for location marketing	24'000.00
Contributions Whoch6	95'000.00
Other income	20'539.00
	614'786.00

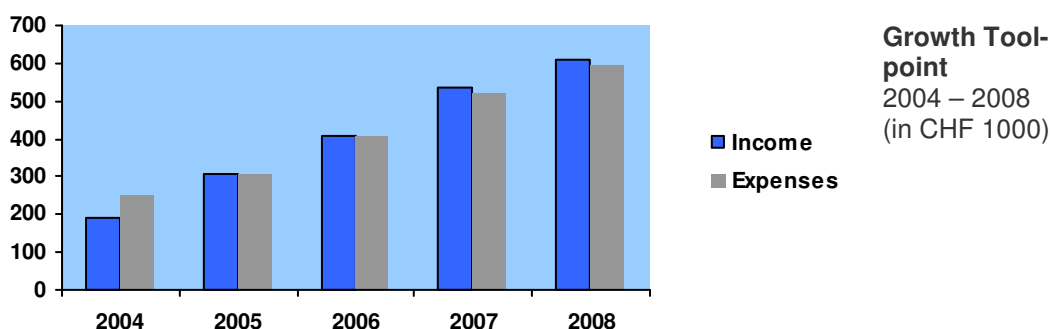
### Expenditures

Cluster management	63'231.00
Project management	247'313.00
Communication & administration	58'575.00
Apprenticeship promotion	56'890.00
Optional third party costs (projects)	110'641.00
Diverse expenses (administration, travelling, representation etc.)	62'090.00
Extraordinary costs / depreciation	9'344.00
	608'084.00

### Result

**6'702.00**

Toolpoint closed the Business Year 2007/2008 with a small profit that will be used to reduce the loss brought forward. Income has increased parallel to the costs, which again reflects the introduction of new services.



The Toolpoint budget in 2007 was CHF 614'000.-.

About 66% of the income was generated through optional and standard member contributions. CTI / KTI and Whoch6 contribute about 15% of the income. 11% are provided by the 9 communities directly for apprenticeship promotion. The remaining 6% consists of profits from projects and smaller contributions from communities.

On the expense side, over 60% of the financial income were directly invested in project management that includes technology assessment and technology and knowledge transfer.

Organisational work, networking activities and communication (internal and external) make up roughly 26%. The expenses for apprenticeship promotion were 9%. Some 5% was used for location promotional activities and for facilitating the setting up of new companies in the region.

## 7. Outlook

Consistent expansion of the Toolpoint success factors:

1. Generating benefits for its members is the ultimate objective of Toolpoint.
2. Strengthening the Life Science Instrument Branch through vertical integration of the entire value added chain.
3. Sustainable growth by adding new competences.
4. Cooperation between competitors, even beyond Toolpoint.

As announced in the last business report, we want to be of service to end users (the customers of our core members) in pharmaceuticals, diagnostics and analysis. For this reason, representatives of our customers were included in specific projects – for everyone's advantage. For example, at the MipTec luncheon, it was clear that the joint project SiLA represented a real need that could have much wider implications that just for Toolpoint.

The different expert groups are now well established. In these groups, specific specialist topics can be discussed in a suitable framework and new needs investigated. The new Finance Expert Group will become active in the coming year.

In the domain of technology and innovation, several topics and potential new projects are currently being discussed. Examples are the pipetting of small amounts of liquids, liquid interfacing between the macro- and micro-world (for example biochips), a combination of identification and position-sensing of components on a "workbench", active coatings with switchable properties and cell-based assays.

Communication continues to be important both internal and external.

Toolnet can be accessed via the Toolpoint website and provides comprehensive information. Many things run very discretely and informally at networking events or between individual companies. This is still our aim: Toolpoint wants to make an efficient network available to the whole Life Science Instruments Branch including their suppliers and customers as well as technology carriers such as universities and transfer organisations (Whoch6).

Partnership with the public (District of Meilen, Canton Zürich and the Federal Office for Professional Education and Technology, OPET / BBT). Thanks to the excellent cooperation, attractive jobs should also in future be brought to our region, apprenticeships created within and outside our cluster and last but not least successful technology transfer be realised.

The Toolpoint team looks forward to many interesting projects that bring partnerships and challenges to the advantage and well-being of our members.



**Layout and production:**

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