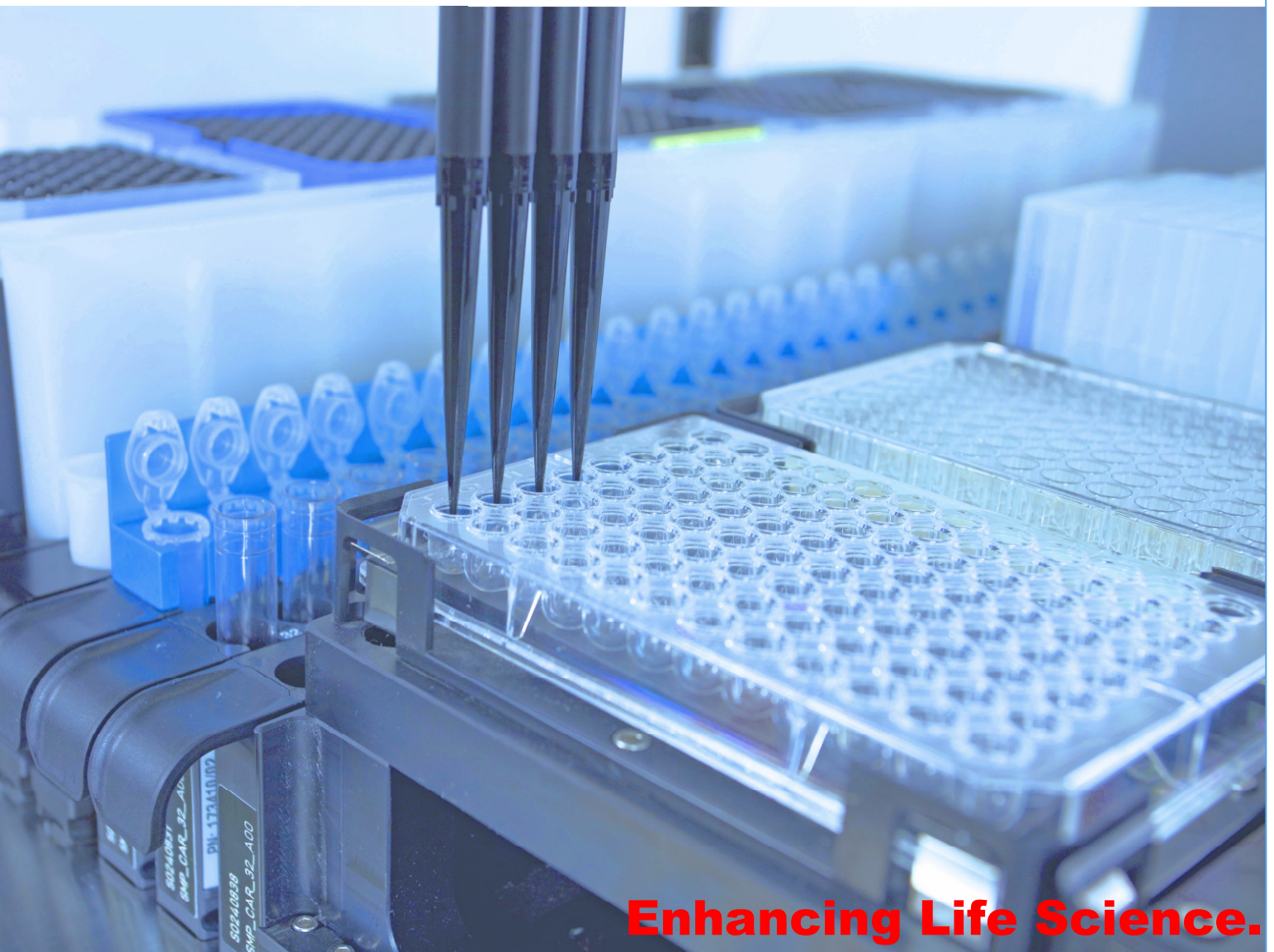


## Annual Report 2011



**Enhancing Life Science.**

Foto credits to: Hamilton, Qiagen, Integra, CTC, Xiril, Mettler, Tecan, Sias



# Annual Report 2011

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## 1. Networks in Medical Technologies - an Imperative of today!

„The Medtech branch built up to now not only a solid pillar for Switzerland but was also a success model of its export industry. However, the recent economic crisis brings also shortcomings to light“. The current situation in the Medtech branch, the liquid handling including, was presented in those terms in an introductory paragraph of the article that appeared on November 6. 2011 in the NZZ<sup>1</sup>. With 2% the Medtech branch contributes to the GNP almost as much as is claimed by the pharmaceutical industry. The authors of the survey, „State of the Swiss Medical Technology Industry 2011“<sup>2</sup> identify within their concern barometer the following factors: pressure on the price and cost levels, intensified competition as well as the availability of professional human resources especially those in the area of marketing and regulatory affairs. According to the authors the necessary change involves structural adjustments and concentration of resources. They point to the necessity of network building to compensate for the existing scale deficiencies whereby „many companies lack the critical scale of operation to effect the required investment in R&D“.

The liquid handling enterprises timely set the right course in that they together with Toolpoint built up the constantly expanding network. Notably, this year seven new members joined and two new partners, Credit Suisse and Cognizant accessed within the newly introduced partnership concept.

It is, henceforth, expected of all members to actively contribute to the pressing issues of environment and energy to synergies, knowledge and technology transfer, securing talent and to collective interest representation in order to generate greatest benefits for all.

Our prime objective is to serve the members with methods, information, tools, and contacts in accordance with their individual needs and requirements.

Together we are stronger!

We look forward to continuous, exciting, and mutually beneficial cooperation.

The Toolpoint Team

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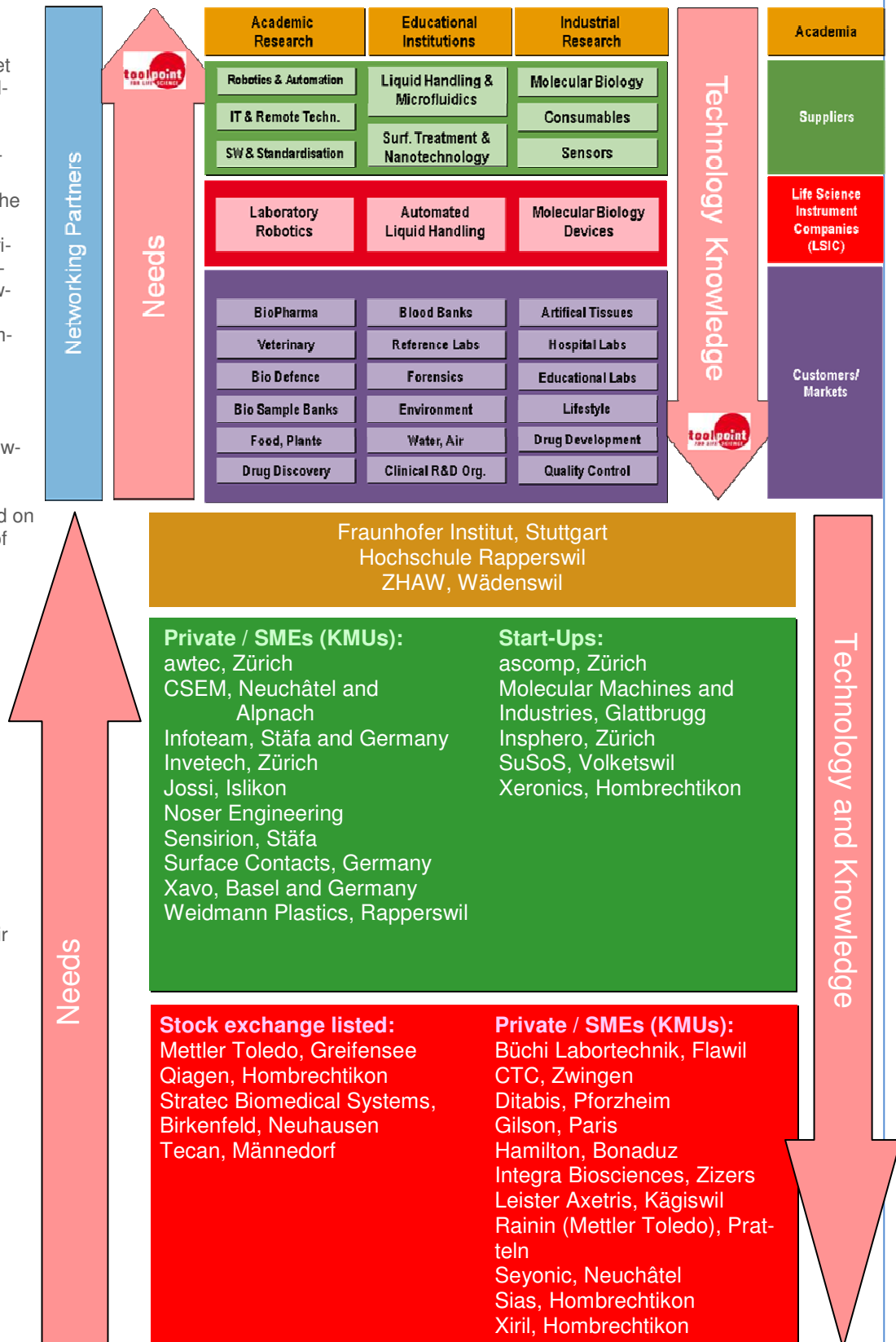
<sup>1</sup> NZZ Nr. 277, page 34, Erfolgsbranche Medtech in Gefahr (The Success Branch in Danger), Giorgio V. Müller (the copy of the article is available on demand in our offices).

<sup>2</sup> The complete branch report by Beatus Hofrichter, Deloitte Consulting and Patrick Dümmler, CEO Export platform Medtech Switzerland, will be presented at the World Medtech Forum in September 2012 in Luzern.

## The vertical cluster: value added chain

Fig. 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).

Fig. Toolpoint members according to their core competencies analogously to the value added chain





## 2. Highlights of the Year

### New partners join the Toolpoint Network:

This year we have successfully implemented the Toolpoint Partner Concept with the consequence that for every single of intended areas: Finance, Risk, Marketing & Consulting and ICT, a qualified partner was integrated into the Toolpoint network. See 3.6.2.

### Project SiLA as of end of 2011 successfully completed

The Project SiLA (Standardisation in Lab Automation) initiated, developed and built up by Toolpoint operates since 2012 as an independent organisation with the objective to establish SiLA as a world-wide standard. See 3.1.5 and 3.2.1.

### New Members

During this business year Toolpoint expanded its membership by four new supplier companies: as-comp gmbh, awtec, Jossi and Noser Engineering. Furthermore, Academia as a new membership category was created with the following members joining: Fraunhofer Institut (Germany), HSR, Rapperswil and ZHAW, Wädenswil. See 3.6.1.

### Apprenticeship Promotion Programme - continuous success

Also this year we were in a position to create eighteen new apprenticeship positions within the Performance Service Agreement with eight communities from the Meilen district. See 3.3.2.

### New Event Sequence: After Work Talks ICT

The growing importance of Information Technology within Life Sciences was acknowledged by Toolpoint in the new event sequence, After Work Talks ICT. The events take place three to four times a year and are open to all members and employees. See 3.1.8.

### The New Homepage

Following careful conceptual work we finally launched in spring our homepage. With its clear lay out the visitors are guided through comprehensive information items with references to the current events on the front page. See 5.

### Improved External Communication

Cooperation with the PR and Communication Agency - Communicators, resulted for Toolpoint in new quality and dynamics of our PR and communication undertakings. We expect, thus, substantial increase in information penetration and improved perception of our branch in the relevant community. See 5.



### 3. Information about Application Fields

Toolpoint's activities and services can be divided into six so called application fields. This corresponds to the structure used in the 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

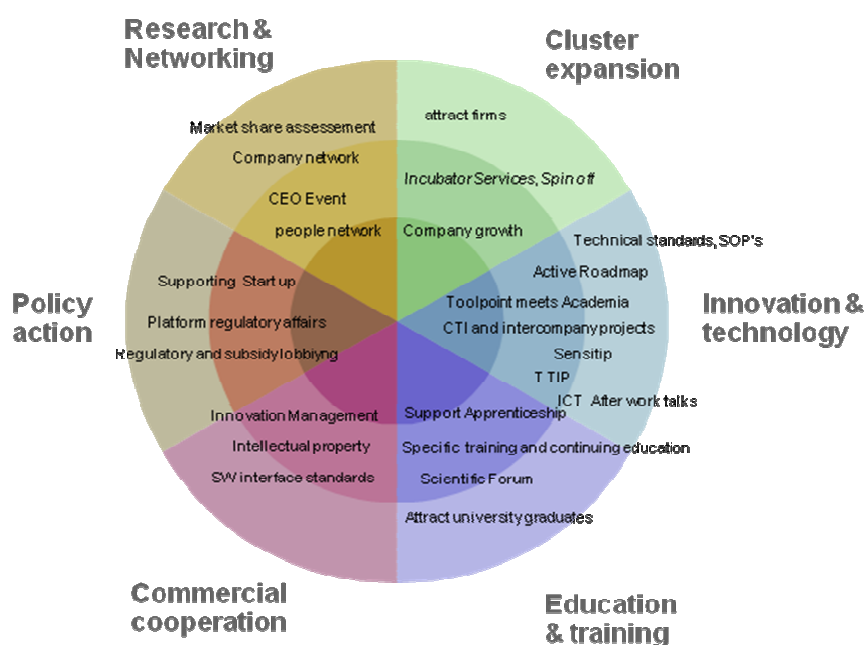


Fig. The Cluster Initiative Target Board by Örjan Sölvell, Göran Lindqvist and Christian Ketels, extract of The Cluster Initiative Greenbook (Stockholm: Bromma tryck AB, 2003) 27, supplemented by Toolpoint specific services.

#### 3.1 Innovation and Technology

Our well validated Technology Assessment Process provided also this year basis for the members' needs survey. The process relying on 1:1 feedback dialogues, conducted twice a year, aims at the identification of common interests through gathering information about individual companies' future requirements. The results of the feedback dialogues and the findings of the Roadmap Team (RMT) were then consolidated and presented to the member companies without name references. In the course of this procedure, common denominators emerge providing indication as to whether there is sufficient support for new projects and proposals in the members' community. To secure necessary expertise, academic institutions and external companies were involved in the assessment process. Based on this, potentially interested member companies decide whether they wish to participate in the evaluation stage, to determine precise goals, as well as the budget, and finally whether or not to take part in the final project

The process is shown schematically in the diagram below:

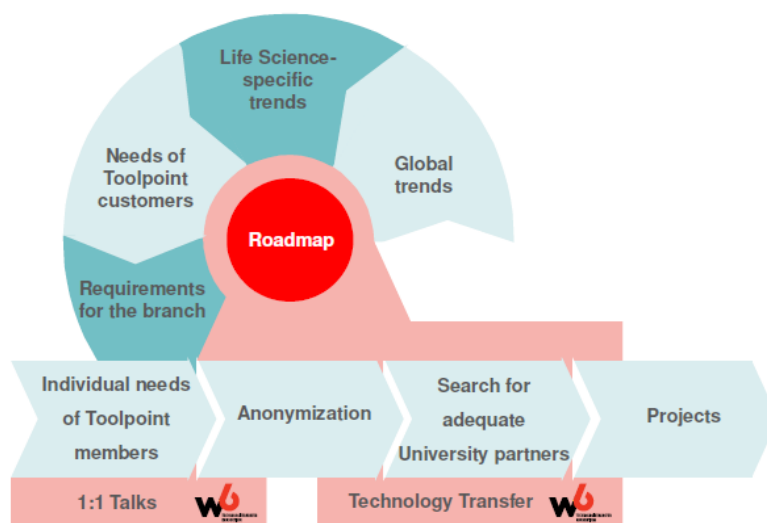


Fig. The Toolpoint Technology Assessment Process

### 3.1.1 Whoch6

W<sup>6</sup> ([www.woch6.ch](http://www.woch6.ch)) is a consortium found as an initiative of the Swiss government (BBT und KTI/CTI). Toolpoint is an industry partner in the division Life Sciences / MedTech / Biology and reports to the w6 coordinator D. Alexakis ([www.bridgeplus.ch](http://www.bridgeplus.ch)).

The aim of w6 is to reinforce the Technology Transfer between academia and industry, and to stimulate the existing activities in order to improve the exchange among the network's members. For Toolpoint the main tasks are performed by the Technology Assessor (Antonio de Agostini), the most important being assessment and evaluation of the members' needs according to the Toolpoint Process.

Further, activities include organisation of events, eminently the Scientific Forum (see there), the After Work Talks ICT and the T-TIP Seminars (T-TIP stands for Toolpoint Technology Information Platform).

While Toolpoint concentrates on technology transfer and on guiding and stimulating networking between industry and academia, its aims perfectly coincide with those of the consortium w6, thus allowing for this part of Toolpoint's activities to be partly funded by w6.

### 3.1.2 Roadmap Team

The Roadmap Team (RMT) constitutes Toolpoint's "Think Tank". On one hand, it updates periodically the existing Toolpoint Roadmap, on the other, it considers topics that are of a more general nature or, in terms of time horizon, would transgress subjects discussed at other expert committee meetings. The RMT, thus, acts as an "early warning system" to identify alerts on market-relevant technological and other developments. The information so gathered serves as the basis for recommendations and decision taking in the life science domain.

The following topics are among those regularly checked for trends and their relevance for the future developments in life sciences:





- Health markets (growth markets, maintaining and improving health, new distribution channels, for example health centres).
- The integral view (human being within 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) See also 3.1.4.
- POC (Point of Care: individualisation, personalisation, and decentralisation).

The Roadmap Check in 2011 was not implemented as planned. The newly adapted concept will in 2012 take shape of a one Technology Day Workshop to which all R&D parties responsible will be invited to discuss topics directly corresponding to the Roadmap. It is expected that this will result in new joint technology projects as needs arise.

### 3.1.3 Current Technology projects (overview)

#### Projects since the Establishment of Toolpoint

Within the Toolpoint activities since inception there were thirty projects initiated of which sixteen after the members' evaluation went into scoping phase while twelve of them were successfully completed.

The reasons for the four projects' elimination between the scoping and the project phase were the following: one of the projects was integrated into another one, one was considered to be too competitive and the two remaining are still kept on hold.



Fig. Toolpoint technology projects and their development stage

All ongoing technology projects were at the end of 2011 successfully completed, with SiLA as the last. For further information about SiLA see point 3.1.5.

### 3.1.4 Further activities in the Technology field

#### The first Symposium Lab Automation (at ILT in Rapperswil) (Toolpoint meets Academia)

The first Swiss Symposium on Lab Automation organised by the Institute for Lab Technology (ILT) has taken place at the Rapperswil College on March 1st. The Symposium offered the specialists from the field of Instrumentation and Automation an excellent platform for knowledge exchange as well as for meeting potential cooperation partners.

The conference premises with its numerous exhibition stalls turned to be an ideal networking venue for the participants.

Technical presentations by experts from the field and numerous examples of successful cooperation between economy and academia constituted the core of the symposium. On numerous occasions the importance of a well functioning network was brought to the attentions of the participants, whereby Toolpoint Cluster received repeated praise for its crucial contributions. In his inaugural address Prof. Dr. Hermann Mettler (HSR) emphasised that without Toolpoint and its initiator and driving force, Peter Schleiffer the ILT would not come into existence at all. Further, Domenico Alexakis - the CEO of the Swiss Biotech Association, dubbed „the vertical Cluster Toolpoint as the hottest case for knowledge and technology transfer in Switzerland“, and Prof. Dr. Christiane Zaborosch (ZHAW) stressed: „The successful KTI Carry Over Project between competitors: Hamilton, Sias and Tecan, would not have taken place without an active support of Toolpoint.“

HSR HOCHSCHULE FÜR TECHNIK RAFFAELSWEIL FHO Fachhochschule Ostschweiz		1. Swiss Symposium on Lab Automation
Programm 31.03.2011		Das Symposium wird gemeinsam mit der Internationalen Studienhochschule Bernese Hochschule
11:00	Eröffnung der Ausstellung Registrierung, Abgabe der Tagungsunterlagen	Aula, Foyer Gebäude 4
12:00	Stehlunch	
13:00	Begrüssung und Eröffnung des Symposiums Prof. Dr. Hermann Mettler, Rektor HSR Prof. Dr. Agathe Koller, ILT/HSR	
13:15	Impuls-Referat Greifherfrage Laborautomation Dr. Niklaus Graber, Novartis Pharma AG	
Session Chair: Donat Elvernet, Innoco GmbH		
Technologie Session - Fachbeiträge zu neuen Technologien		
13:45	Massgeschneidert und doch flexibel: neue Konzepte für die HTS-Automation Dipl.-Ing. Timo Cuntz, Fraunhofer IPA	
14:15	Ein neuartiges Verfahren zur Messung kleiner Flüssigkeitsmengen beim Pipetieren Dipl.-Ing. Frits Lam Kamm, MES/HSR	
14:45	Sample Preparation made easy, modular and reliable Dr. Annie Schwyler, ChemSpeed Technologies AG	
15:15	Kaffeepause Besuch der Ausstellung	
Forschung & Kollaboration Firmen und Institutionen		
16:00	Technologie- und Wissenstransfer - Chancen für Unternehmen und Institute der staatlichen Förderung Domenico P. Alexakis, Bridge Plus AG	
16:20	Entwicklungskooperation zwischen CH-Hochschulen und Industriepartnern. Sensibilisierung: Was sollte bezüglich IP beachtet werden? Dipl.-Ing. Dr. Jean-Jacques Tresselt, TSV/HSR	
16:40	Automatisierung einer neuen bioanalytischen Methode zur Blutanalyse Von der Idee über die Kollaborationen bis zum Produkt Dr. Matthias Leupacher, CAMKO AG	
17:00	Optimierung von Liquid-Handling-Anwendungen: Ein Projekt zwischen den Firmen Hamilton, Sias, Tecan und den Institutionen NTB und ZHAW Prof. Dr. Christiane Zaborosch, ZHAW	
17:20	Networking Apéro rache Get together, Besuch der Ausstellung	
18:45	Ende der Veranstaltung	
		

Fig. Program and impressions of the Symposium



➔ **The second Swiss Symposium on Lab Automation will take place on March 29<sup>th</sup> 2012.**

## **IVD Industry Connectivity Consortium (IICC)**

Toolpoint is still a „General Interest Member“ of IICC:

## **SystemsX.ch**

Although there were in 2011 no joint projects or activities between Toolpoint and SystemsX, both organisations maintain continuous exchange. The biological system approach of SystemsX Toolpoint considers as trend setting. The following benefits are expected to result from this cooperation and from the common networks:

- for the industry:** formulating visions, generating valuable inputs towards improvement of measurement- and robotic systems, and developing innovative products for the future;
- for SystemsX/academia:** identifying expertise available within the industry and, henceforth, the potential future partners for joint projects;
- and for both:** pioneering novel developments related to or inspired by systems biology and related fields, e.g. synthetic biology.

## **Competence Center for Medical Technology (CCMT)**

The meeting between Hans Noser (Toolpoint CEO) and Peter Biedermann (CEO CCMT) took place in November 2011 and served the information exchange between the two organisations.

### **3.1.5 Standardisation in Lab Automation (SiLA): from vision to reality**

## **SiLA** Rapid Integration™

The year 2011 was marked with important progress for the standardisation initiative SiLA. The international outlook, the breath and the composition of the membership made it necessary to transform the initial project into an organisation in its own right. As of January 1st, 2012 SiLA acts on the market as an independent Association; this was communicated in the following press release:



*Press release*

**Standard interfaces deployed to overcome the weak Euro**

**Hombrechtikon (Canton of Zurich), 10 January 2012** – With confidence in euro-zone countries dwindling, the Swiss Life Science Tool sector is like others feeling the effects of the weak euro. In export-driven sectors like this, innovative solutions are required in order to be able to further reduce costs – for example with the SiLA interface standard initiated by Toolpoint. From January 2012, the standardisation organisation will be managed by the SiLA consortium – independently of Toolpoint – with a view to promoting international standardisation even more quickly.

Within a very short period of time, the SiLA organisation has established itself as the basic standard for laboratory automation in the bio-pharmaceutical sector. The internationally oriented organisation with Swiss roots now consists of 33 members – including leading device manufacturers, software engineering service providers, system integrators, research institutes and bio-pharmaceutical companies. Due to the great success of the SiLA consortium, Toolpoint, the organisation of the Swiss Life Science Tools sector, has now decided to convert SiLA into an independent organisation.

**Accelerating the drug discovery process**

As lack of industry standards has been hindering simple and rapid integration of devices into existing and new laboratory automation systems, Toolpoint dealt with the problem in response to enquiries from bio-pharmaceutical companies and established the international standardisation organisation SiLA (Standardisation in Lab Automation) in 2009. The standards introduced by SiLA help research laboratories to handle the drug discovery process more efficiently. This accelerates drug research and reduces losses as the result of inefficiency, enabling research funding to be used in a more practical way. End-users benefit as a result.

One of these standards is the so-called 'Device Control and Data Interface Standard (DCDIS)'. It defines an Ethernet-based interface for device control and data exchange, facilitating the implementation of common command sets for all important device categories used in laboratory automation. These command sets have been specified for over 30 device categories and are available to SiLA members for use in their development and system integration projects. The DCDIS standard is widely used in High Throughput Screening (HTS) systems, in which tens of thousands of chemical substances must be targeted and identified.

An increasing number of device manufacturers are implementing SiLA interfaces as fully integrated device interfaces and in the form of interface converters or software drivers. Several SiLA software partners are developing products which support the new SiLA standard.

Further information on Toolpoint and SiLA is available at: [www.toolpoint.ch](http://www.toolpoint.ch) and [www.sila-standard.org](http://www.sila-standard.org)

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Copy: Joint press release of Toolpoint and SiLA





## SiLA was present at the following events:

- 29.01.-02.02.2011 **Lab Automation 2011**, Palm Springs, Booth 383.  
With a successful presentation at the fair SiLA prompted its access to the important American market. The task now is to raise the brand awareness and promulgate the advantages of SiLA on the American market. To support this aim SiLA appointed its own representatives.
- 19.9.-21.9.2011 **MipTec 2011**, Basel. Booth B42, centrally located.  
SiLA held its 3rd conference „From vision to reality“ at the MipTec in Basel with an all time record of nearly hundred participants.

Further information to SiLA as well as the state of the art information concerning standardisation activities can be found directly on the SiLA web page: [www.sila-standard.org](http://www.sila-standard.org); also there the newest flyer can be downloaded.

SiLA and Toolpoint shared the stand at the fair. SiLA presented a case of a pipetting automated equipment that thanks to the standardised interfaces could be connected to external devices of two different producers.



Fig. Peter Schleiffer, president of SiLA, gives an introduction speech to the 3rd SiLA conference in Basel

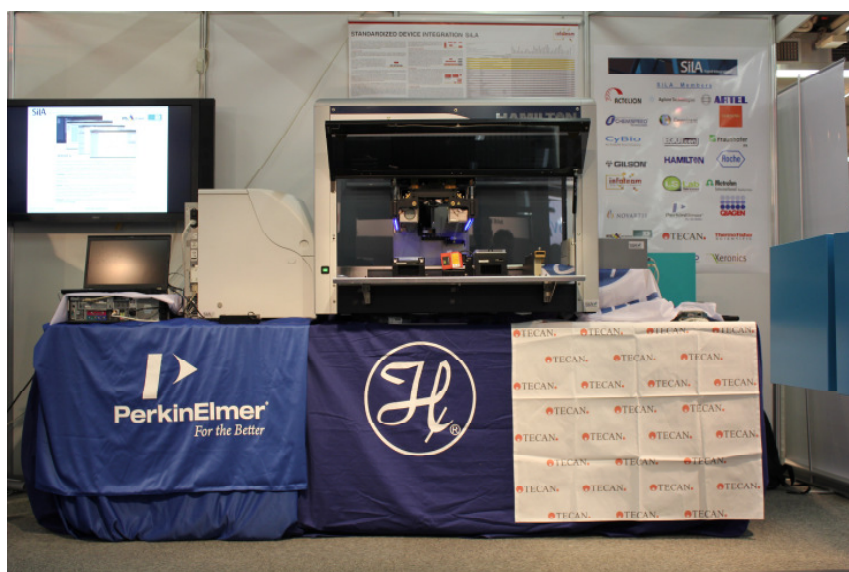


Fig. Hamilton pipetting automated equipment Hamilton STARlet connected via standardised interfaces to optionally Tecan Sunrise or Perkin Elmer EnVision reader.

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

Unfortunately the event by Rhytec in April had to be cancelled due to dates overlap and the consequent insufficient registration.



The TTIP was carried out in Stuttgart at the **Fraunhofer Institute**. In spite of initially declared interest the number of participants was rather modest; this may be attributed to not so fortunately chosen date for the conference. For those who took the time to travel, the event, turned to be an interesting source of until now not exploited and unperceived possibilities of cooperation with the Institute. The round tour through the research facilities presented to the participants a wide spectrum of scientific research offered by the Fraunhofer Institute whereby the departments of Surface Analytics, Robotics, Biology Lab and Galvanotechnics are of especially high importance to our branch.

### 3.1.7 Scientific Forum

Toolpoint plans annually several **Scientific Forums** to facilitate networking, information exchange, mutual assistance and, furthermore to bring up specific topics of vital importance to our field. These include: possible future scenarios, technology trends, actual and prospective applications, and customer needs. Typically, thirty to sixty interested listeners come to the community hall in Hombrechtikon to take active part in discussions. The presentations will be sent on request. Contact: [esther.v.ziegler@toolpoint.ch](mailto:esther.v.ziegler@toolpoint.ch).

The Scientific Forums are sponsored by:



Office for Economy and Labour  
of the Canton of Zurich

**Economic Development**



### 17.1.2011: Contract Manufacturing in Asia Pacific - Strategies for success

Colin Potter, Director of Contract Manufacturing at Invetech responsible for strategy, sales and delivery of manufacturing solutions for high complexity biomedical products talked about critical aspects while facing the task of selecting the right partner. He placed high importance on communication capability, responsiveness to change as well as management and protection of core IP. Further he listed the following as the key issues to be taken into account in the selection process:

- Cost reduction
- Time to market
- Reliability
- Customisation
- Sustaining engineering
- Quality



Invetech operates manufacturing facilities in Melbourne, Australia, Singapore and in Shanghai, China.

### 16.5.2011: Nanotechnology – more a Solution Proposal than a Technology



Dr. Pierangelo Gröning, member of the board and the manager of the department for Modern Materials and Surfaces at the EMPA (Swiss Federal Laboratories for Material Science) presented elucidating examples of application of the nano measuring rod by scientists and engineers to develop new, innovative materials and structures. He introduced the participants to the futuristic concepts that the implementation of biological strategies opens.

The key points of the presentation are summarised as follows: Nano-structured thin coating nano voltaic Nano particles and their applications Carbon nanostructures (Nano tubes, Graphs)

### 5.9.2011: Sustainable Company Growth in a Dynamic Environment



Dipl.rer.pol.techn. Peter Konermann, owner of the Performance Development Institute, specialises in sustainable enterprise development and brings in broad industry expertise.

In his presentation Mr. Konermann explained how a company facing potential unpredictable change can arm itself so as to increase its responsiveness.

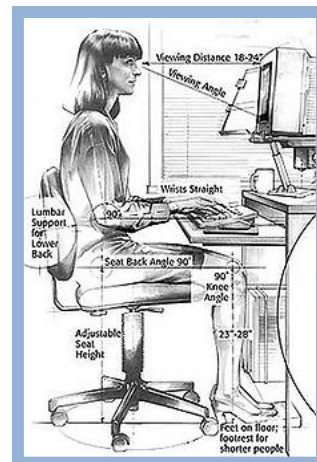
The focal issues addressed were the following:

- How does a company learn to sustainably structure its capabilities within a system-controlled company's development process?
- What are the prerequisites for a successful enterprise development?
- What methodical support offers „11Keys“ system compared to its competitor models: EFQM, 6 Sigma, Lean Management?



## 7.11.2011: Graphical User Interface und Ergonomics

Jürgen Zarske ([www.guidesign.ch](http://www.guidesign.ch)) and Daniel Felix (ergonomics & technology, [www.easy-to-use.ch](http://www.easy-to-use.ch)) illustrated the growing importance of simple operating systems and of ergonomics for computer controlled Appliances. The following issues were brought to attention and theses proposed: Importance of the user interface for the user quality and its operational definition. The use quality defined as good when the product is intuitive, efficient and user friendly. Crucial importance for the company's image of high user quality of the internet site, software and appliances. The role of high user quality in providing successful products, functional and well functioning software and, hence, in strengthening of marketing. High user quality as a non random but a well conceptualised development process consequently incorporating user's needs. High user quality as a decisive factor in saving of support costs, in raising the consumer loyalty and in sales growth.



### 3.1.8 After Work Talks (AWT)

The growing importance of Information Technology within Life Sciences was acknowledged by Toolpoint in the new event sequence, After Work Talks ICT. The events take place three to four times a year and are open to all members and employees. The After Work Talks ICT are organised in cooperation with Infoteam and Winlink with the objective to provide the participants with an overview of the wide range of possibilities offered by the Information and Communication Technology, of the new trends in the discipline, ICT norms and standards and the developments in methodologies of ICT processes. Each of the two hour sessions is a combination of a lecture and discussions with a culminating networking Apéro.

## 15.6.2011: The Power of the Computational Microfluidic Flows (CMF)



Dr. Djamel Lakehal, CEO of ASCOMP GmbH, gave a presentation on development of the new Computational Microfluidic Flows systems and medical appliances with the help of flows simulations. Detailed Computational Microfluidic Flows simulations (CMF) or the art of numeric flows simulations in appliances within micrometer range constitute an ever more a non standard method of inquiry into complex physical problems that transgress the scope of the usual laboratory experiments. This applies foremost to the MedTech Sector and specifically to the control of microfluidic flows systems.

Participants of that After Work Talks workshop benefitted also from the presentation of the world wide unique CMFD- Simulations-Software (TransAT) developed by ASCOMP. TransAT finds its applications in biological reactors, micro reactions, bio-channel area and in Labs-on-chips.

## 24.8.2011: Open Source from the Legal Perspective



Open Source software enjoys increasing popularity. In contrast to licensed software no royalty must as a rule be paid for the Open Source software. Is this really the case? Where do the differences lie between licensed software and the Open Source? Where is a particular attention due when Open Source software is chosen? What are the particular stumbling blocks?

Franz Probst, Attorney at Law offered insights into these issues from the legal perspective.

## 24.8.2011: SiLA, latest news

In this presentation the participants were given an overview of the already existing and the newly introduced SiLA (Standardisation in Lab Automation) specifications.



Henning Bär explained in details the differences among various specifications and the benefits derived from their precise and adequate application; he presented examples of several already well functioning ones. They include the general communication, command dictionary, labware specification and data capture. In conclusion Mr. Bär talked about current projects in their preparatory stage and about midterm objectives of the organisation.

➔ Each last AWT in the year will be also in the future devoted to the “Latest news of SiLA”. Both organisations, in spite of their being legally separate entities, are committed to continued close collaboration in the future.

## 3.2 Networking

### 3.2.1 Participation of Toolpoint & SiLA at MipTec



MipTec is the biggest Drug Discovery Congress in Europe and as such an excellent platform for Toolpoint and SiLA to mark their presence. Both again shared a booth at MipTec this year. Noser Engineering took the opportunity to appear on the Toolpoint screen with a brief presentation and to provide visitors with printed expositions of its company and products.



Fig. The joint booth of Toolpoint and SiLA with representatives of SiLA



The following Toolpoint members were also present at Mipec with their own booth:



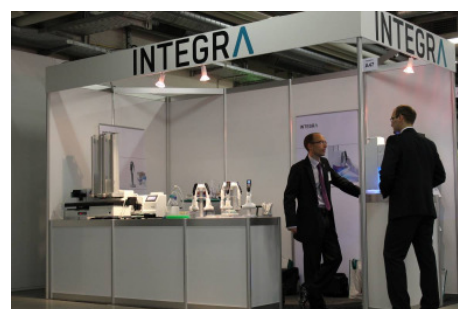
Hamilton



Mettler Toledo



Qiagen



Integra



Insphero



Invetech



Tecan



Xavo



Infoteam



Weidmann

### 3.2.2. Poster Awards sponsored by Toolpoint

Also this year the „Awards for Young Scientists“ sponsored by Toolpoint were granted at the Mip Tec. The submitted posters were appraised and classified by an independent jury of professionals and also this year the high level of the works was astounding.

The awards were granted as follows:

- 1<sup>st</sup> prize - € 1500
- 2<sup>nd</sup> prize - € 500,
- 3<sup>rd</sup> prize - 5 awards each € 200

Though, the monetary rewards are relatively modest, they motivate the winners and are a great asset on their CV.

**This year's winners are:**

1. Nicolas Basse
2. Marie-Cécile Didiot
3. Susanne Probst
- Onkar Kulkarni
- Afzal M. Dogar
- James Pilling
- Faiza Noreon



Fig. Hans Noser during the prize ceremony



Fig. Hans Noser next to the prize winners



Fig. Raising glasses to the successful SiLA Conference



### 3.2.3 CEO Event

The CEO Event took place on May 26th in the Zunfthaus zur Schmeiden in Zürich. Several interesting speeches were given on the topic of “personalized healthcare”:

- Prof. Dr. Holger Moch, Uni Spital Zürich, „Personalised Medicine from the Pathology point of View“
- Stephen Little QIAGEN Manchester Ltd „Pioneering Personalized Healthcare through Pharma Partnering: A Case Study in Companion Diagnostic Co-Development“
- Benjamin Chang CEO AON Hongkong, “Capitalizing Opportunities Beyond the Great Wall – Gold mine or Land mine”

The round of presentations was followed by a networking dinner.



### 3.2.4 Life Science Zürich

Life Science Zurich is a joint venture initiated by the University of Zurich and the ETH Zurich to promote Zurich as an international centre 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 academia, the broad public and the industry and creates an atmosphere of mutual understanding, respect and trust.

This year **Hans Noser was elected as the President of Life Science Zurich**. Henceforth, Toolpoint shall profit from the direct access to a substantially expanded network with all the protagonists of the Life Science branch.

Life Science Zürich organised this year the **Personalised Medicine Symposium**. The event took place in **TECHNOPARK Zürich** on September 13th and attracted specialists in the field of personalised medicine from all over the world.



The summary of the symposium can be accessed on youtube:

<http://www.youtube.com/watch?v=bkXUhUQ0kU>.

Further videos on personalised medicine are available on the web site of the Engelberg Conference 2011: [http://www.academia-engelberg.org/index\\_en.html](http://www.academia-engelberg.org/index_en.html).

### 3.2.5. Further networking activities

#### ELRIG

Toolpoint maintains regular contact and beneficial exchange with ELRIG (European Laboratory Robotics Interest Group).

#### SBA

Toolpoint is a member of the Swiss Biotech Association, SBA and is represented at the annual General Assembly meeting.

## 3.3. Education

### 3.3.1 Human Resources Expert Group

The HR Expert Group met again twice this year in May and November to discuss urgent topics relating to business development and its impact on efficient recruiting and internship programs as well as to Toolpoint's presence with its improved image at job fairs and to efficient information exchange among HR specialists. Recruiting to match the economic growth was this year's highlight.

Graduate recruiting events organised by the HR Expert Group took place this year at three universities where students had an opportunity to familiarise themselves with important issues and trends in the life science industry and with operating principles of our organisation.

#### ZHW Graduation Day, Winterthur (16.3.2011)

For the eighth consecutive year, Toolpoint attended the ZHAW graduation day in Winterthur. Nine Toolpoint member companies presented themselves at our booth. Claudia Strahm and Marc Leuzinger represented Toolpoint and Maren Saner (Büchi) was the host on behalf of the member companies. Compared to prior years we observed fewer students from biology and chemistry departments, possibly due to the fact that these disciplines are more numerous represented in Wädenswil. Nonetheless, the event attracted interested students and we enjoyed lively discussions concerning the industry prospects and job opportunities for graduates. We have collected quite a few spontaneous applications which were then forwarded to the HR Expert Group.



Fig. Maren Saner (Büchi) with Claudia Strahm (Toolpoint)

### HSR Job Market, Rapperswil (30.1.2011)

Also in Rapperswil at the job fair, Toolpoint marked its presence for the eighth time; Marc Leuzinger and Claudia Strahm were the hosts at the Toolpoint booth.

As last year we positioned ourselves next to Mettler Toledo in the spacious exhibition hall.

David Rütli (Büchi Labortechnik), Henning Bär (Infoteam Software) und Claudia Strahm (Toolpoint) offered insight into the developments in the life science branch and their respective companies to students who numerously visited our stand.

The newly adapted Toolpoint video running in the background served the visitors as a useful introduction into the activities of the Toolpoint

companies.



Fig. Henning Bär (Infoteam) with David Rütli (Büchi)

### ETH Polymesse, Zürich (12.4.2010) the Job Fair at the Zurich Polytechnic

For the eighth consecutive year Toolpoint presented its industry partners at the Zürich Polymesse, the largest recruiting fair in Switzerland. Immense interest on the part of the exhibitors resulted already at the beginning in shortage of booth spaces.

Toolpoint managed to secure its lot in the adjacent hall compensating with larger space for the same price. This way we were able to host one of our member companies, Qiagen, which due to overbooking would otherwise not have been able to be among the exhibitors.

Traditionally Marc Leuzinger and Claudia Strahm represented Toolpoint and on the part of our partner companies Selma Osmanovic and Claudio Kasper from Qiagen, David Rütli from Büchi Labortechnik as well as Uli Syré, CEO of Infoteam Software were present.



We were very pleased this year with students showing in large numbers at our booth expressing vivid interest in our organisation and in the field of life sciences by large.

### 3.3.2 Apprenticeship Promotion in the District of Meilen

With the "Apprentice Promotion Programme in the district of Meilen", supported by eight communities: Erlenbach, Herrliberg, Hombrechtikon, Küsnacht, Männedorf, Meilen, Stäfa, and Zumikon, Toolpoint looks back at yet another successful year. Within the last 4 years, fifty three new apprenticeship positions and numerous internship programs were initiated. We continued our presence in the local press with information on the project, in order to raise the necessary awareness in the community, and among potential apprenticeship companies.





### 3.4. Commercial Collaboration

#### 3.4.1 IP Expert Group

The goals of the IP Expert Group are defined as follows:

- Advancement and integration of IP professional competence through intercompany cooperation
- Establishment of a platform for mutually beneficial information exchange
- Standardisation of contracts according to a check list
- Raising communication culture to anticipate potential conflicts

The IP Expert Group, amended by a neutral IP Attorney, convened twice this year, to consider the following topics:

- Identification on the internet platforms and review of various glossaries in the field of Lab Automation
- Review of the new civil suit regulation and its impact on patent system in Switzerland
- Cases of patent application by many parties
- Presentation on design patent ordinance.

#### 3.4.2 Sample Handling Report

The PWC Sample Handling Report was delivered already for the third consecutive year on a quarterly basis. The following questions were systematically considered:

##### Questions regarding your company

- *Question 1:* How do you rate the current business situation compared to the previous quarter?
- *Question 2:* How do you rate the future business outlook compared to the previous quarter? (Two views, next 3 months and next 12 months)
- *Question 3:* What is the level of your order intake compared to the previous quarter?
- *Question 4:* How is your capacity utilization compared to the previous quarter?
- *Question 5:* Are you planning to adjust your capacity (cost base) in view of your business outlook in the next 3 months?

##### Questions regarding your customers

- *Question 6:* Have you noticed changes in the budget of your customers for the type of products and services you offer for the next 6-12 months compared to the previous quarter?
- *Question 7:* Do you feel a change in the focus on price by your customers / pricing pressure compared the previous quarter?
- *Question 8:* Have you noticed changes in your customers' payment behaviour?
- *Question 9:* In your opinion, what were the key factors that influenced the trends observed in the business environment for the Sample Handling Industry? If applicable, please select from the list and briefly explain in the text box.

The answers would always relate to the previous quarter. No absolute values are requested. The report helps the company in determining its current position, serves to support strategic decision is, however, by no means the sole criterion. Toolpoint is looking for further participants in the data collection to enhance validity of the report's conclusions. Hans Noser is responsible for the report, [hans.noser@toolpoint.ch](mailto:hans.noser@toolpoint.ch).



### 3.4.3 Common waste disposal solution

The disposal solution compliant with the requirements is being implemented throughout Europe by national companies and their customers. The desired disposal is initialised via portal integrated in the Toolpoint home page, where the disposal process is initiated and carried out. The resulting costs are shared by the members to achieve cost-efficient outcomes.

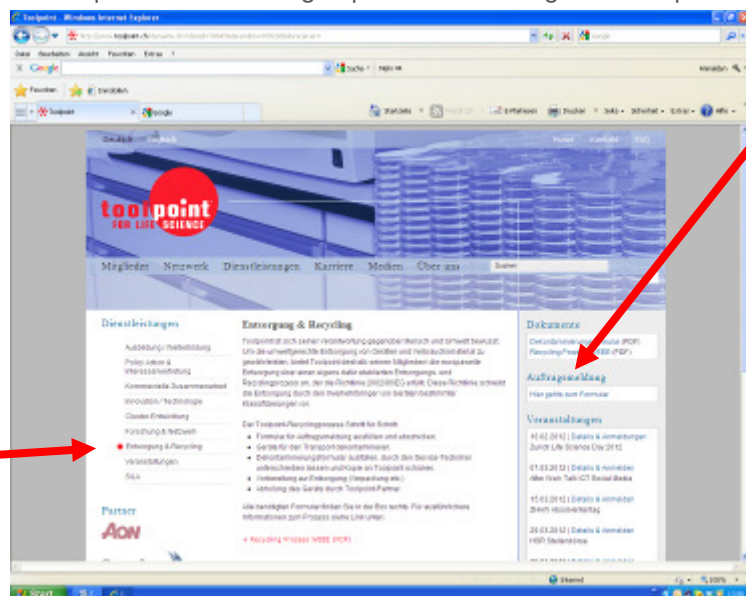


Fig. Screen shot of Toolpoint website: Services/waste disposal

## 3.5. Policy Action

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

The Regulatory Affairs Expert Group met two times last year at regular intervals to discuss current regulatory issues. The structured overview table of the standards and guidelines applicable for the member companies, as well as a list of experts and representatives within international committees, who can be contacted by members of the Expert Group to aid in clarifying more complex regulatory issues were actively used. So was the comprehensive list of useful links for regulatory information compiled for use of the member companies.

The lead of the Expert Group will be passed on from Hamilton to Toolpoint, where Hans Noser will take the responsibility to organise the next meeting.

## 3.6 Cluster Expansion

### 3.6.1 Members

In 2011 a new membership model was introduced with the following member status categories:

- Core Member
- Academia Member
- Observing Member
- Supply Member I
- Supply Member II
- Start up Companies



The current structure is more conducive to the potential and actual member needs. The observer status is valid for a year and is then changed to the category relevant for that enterprise. The General Assembly consented to the admission of the following new members, all eminently contributing to the increased competence of Toolpoint:

- a) **Fraunhofer Institut, Tobias Brode ([www.fraunhofer.de](http://www.fraunhofer.de)) => Academia member**  
17'000 employees, applied research and development, 59 institutes, department IPA (Institute for Production- und Process automation) in Life Science, 26 employees and 30 students.
- b) **ZHAW, Wädenswil, Dr. Caspar Demuth ([www.lsfm.zhaw.ch](http://www.lsfm.zhaw.ch)) => Academia member**  
Automation, biochemistry, national centre for tissue engineering, process control in biotechnology, sensor technology, micro biology, molecular biology.
- c) **HSR, Prof. Agathe Koller ([www.hsr.ch](http://www.hsr.ch)) => Academia member**  
1300 students, 17 institutes, 69 professors (30-40% of capacity in research projects), institute ILT with emphasis on Life Science automation and medical technology.
- d) **ascomp, Daniel Caviezel ([www.ascomp.ch](http://www.ascomp.ch)) => Start up member**  
Start up; spin off ETH Zürich, Software for flow behaviour simulation. Active in the area of research, software, consulting, 12 employees.
- e) **awtec, Adrian Burri ([www.awtec.ch](http://www.awtec.ch)) => Observing member**  
Interdisciplinary projects: applied science, engineering & design, project management, 25 employees.
- f) **Jossi, Philip Howis ([www.jossi.ch](http://www.jossi.ch)) => Observing member**  
Precision systems building, precision components, system engineering, 113 employees, 13 in R&D, in the field of medical technology and semiconductors.
- g) **Noser Engineering ([www.noser.com](http://www.noser.com)) => Observing member**  
Noser Engineering AG provides information technology consulting, solutions and services to local, European and multinational companies.

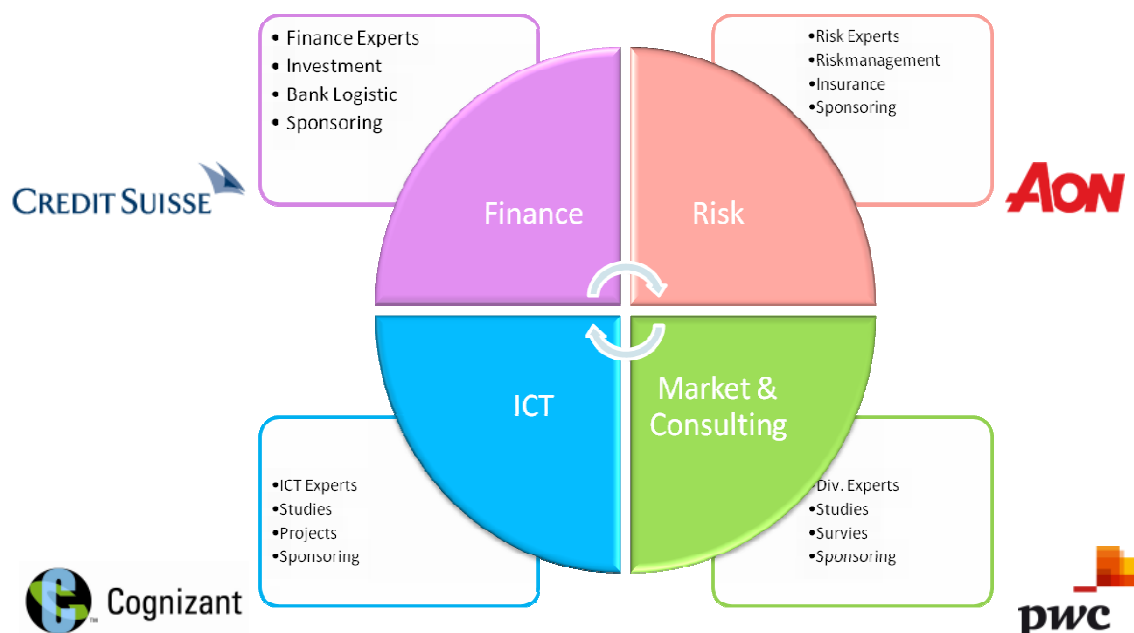
As of end of 2011 the five members left our organisation due to the following reasons:

- Büchi, Flawil; insufficient connection to Liquid Handling area
- Dynetix, Start up, Landquart; Liquidation of the business activity
- Leister Axetris, Kägiswil; termination of the LS business area
- Sensirion, not realised business opportunities
- SpinX Technologies, Start up, Meyrin; Liquidation of the business activity.

### 3.6.2 Partners

Toolpoint committed itself to identifying adequate partners in the area of risk management, finance, ICT, and market & consulting. Following PwC as market & consulting partner and AON as a risk management partner the 2011 Partner Programme was completed with access of Credit Suisse as a finance and of Cognizant as an ICT partner.





The top-class partner enterprises allow Toolpoint to gain external perspective into specific business issues. On the other hand the partner companies benefit from the mutual exchange while acquiring deeper insights into the Life Science branch.

## 4. Organisation

Toolpoint's structures remain very lean while the organisation continues to be entrepreneurially managed. The most important decision-making body is the Delegates' Conference. The Board of Directors provides the basis for decision making.

In 2011 Dieter Speidel resigned from the Board. His contributions during his term in office were highly appreciated and duly acknowledged. The General Assembly elected Pius Fink (Sias) as his successor for the term of three years.

### The current members of the Board of Directors are:

Michael Collasius (President, previous)  
 Peter Schleiffer (Vice President, new, previously secretary)  
 Giovanni Pisano, Treasurer (previous)  
 Pius Fink (new)  
 Nic Alexakis (previous)

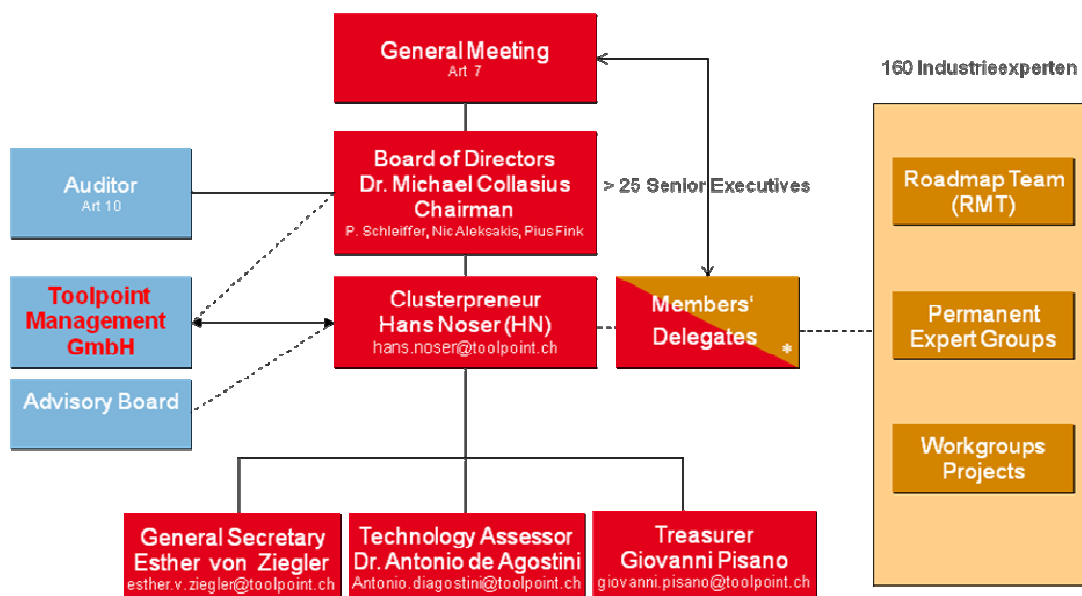
### Advisors:

Adrian Stettler (previous, elected until end of business year 2012)  
 Prof. Peter Ryser (previous, elected until 2011)  
 Dr. Philippe Steiert (previous, elected until 2011)

### Auditors:

Hansjörg Länzlinger, Tax assessment office, Hombrechtikon (elected until 2011)  
 Rolf Naef, Zeiss Schweiz, Feldbach (elected until 2011)

## The Toolpoint organisation:



The Delegates' Conference defines programs for the projects and for Expert Groups. It also serves as the platform for information exchange, and for delineating general directions. All delegates met once this year for the Delegates' Conference combined with the Annual General Meeting; the second Delegates' Conference was held in autumn exclusively for Core and Supply members I.

**New Technology Assessor:** The long standing Technology Assessor Dr. Rino Kunz decided in



the course of this year to gradually reduce his business involvements and currently continues to support only a few individual projects. Parting with Dr. Kunz Toolpoint duly acknowledged his great contributions. As the successor Toolpoint was successful in appointing **Dr. Antonio De Agostini** who took over his duties in the course of the year. Dr. De Agostini graduated in chemistry from the University of Bern where he also received his doctoral degree. In the course of his career he held various leading positions in R&D of several companies. In 2010 he established his own enterprise assisting industrial projects. Dr. Kunz devotes part of his time to teaching activities.

## 5. Communication

### New Homepage:

During this year the new homepage was successfully launched. With its substantially expanded contents and clear structure it became also a very user friendly platform.

Fig. Screen shot of new Webpage



## Reinforcement in Communication



Through collaboration with Communicators ([www.communicators.ch](http://www.communicators.ch)) Toolpoint received substantial boost in the area of PR and Communication. Liên Thai, responsible for Toolpoint possesses a diploma in communication, in 2007 she graduated in journalism from the University of Applied Sciences, Zurich (ZHAW) and in 2011 she completed the first in Switzerland Social Media programme at the Swiss School of Journalism (MAZ).

## 6. Financial Report

	Toolpoint FY 2010	Toolpoint 2011
<b>Revenues</b>		
Membership contributions	195'860.10	161'000.00
Membership contributions (optionals)	93'222.88	141'110.74
Contributions apprenticeship promotion	54'000.00	74'960.00
Contributions of communities for location marketing	24'000.00	16'000.00
Contributions partners		50'042.25
Contributions Whoch6	80'000.00	70'000.00
Revenue external studies	-	-
Loss compensation	-	-
Solidarity contribution	49'860.00	-
Other income	22'950.00	2'950.00
<b>Total revenues</b>	<b>519'892.98</b>	<b>516'062.99</b>
<b>Expenditures</b>		
Cluster management	95'000.00	95'000.00
Project management	202'065.29	112'505.04
Communication & administration	83'885.40	97'341.58
Communicators		18'823.16
Apprenticeship promotion	57'619.00	44'022.63
Optional third party cost (projects)	61'718.14	82'340.50
Expenses for external studies	-	
Diverse expenses		
(administration, travelling, representation etc.)	29'325.21	39'590.04
Extraordinary costs / depreciation	16'942.20	9'770.91
<b>Total expenditures</b>	<b>546'555.24</b>	<b>499'393.86</b>
<b>Result</b>	<b>-26'662.26</b>	<b>16'669.13</b>

For the year 2011 Toolpoint reported positive annual profit of CHF 16 ' 669.13. The result was due to higher yields and to the rigorous cost management. Adaptations in the membership categories and, thus, in the fee structure as well as the introduction of the partner status allowed for membership contributions to better reflect members' status and as a consequence to offer services better tuned to members' individual needs. A small profit is foreseen again in the budget for the next year.

## 7.Outlook 2012:

### **Further Development of Cooperation – Exploiting Synergies**

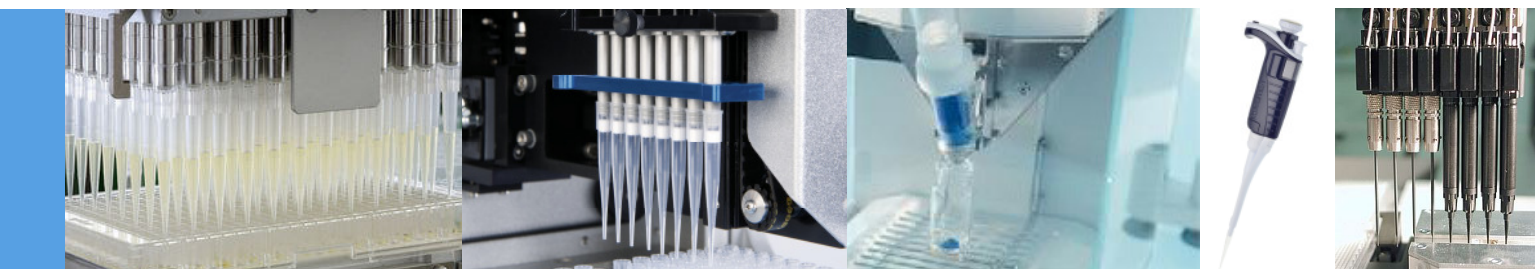
In the prior years we have successfully laid down the basis for cooperation between our members. We believe, nonetheless, that further intensification will offer additional benefits to the parties involved.

It is our intention to induce in the future even closer interaction between institutions of higher education and of the industry, be it in the field of competition for the best talents, be it in regard to knowledge and technology transfer, to lending support to the CTI projects (Commission for Technology and Innovation) or through organising the branch specific events like the ILT Symposium for Lab Automation. Through generating an even more closely interwoven network among the current members and incorporating new companies, thus, expanding competences, we expect to contribute to the unfolding of new possibilities and to eliciting further synergies.

In the course of the coming year we set ourselves the objective to improve efficiency of the information exchange through extensive application of electronic media, to continue expansion of the clusters and to solidify the network through dissemination of the branch relevant information while including complementary topics (e.g. remote technologies). As a supplementary measure we will stage in the future an annual Roadmap Day with participation of the representatives responsible for technologies on the one hand and of those representing academia on the other. This platform – yet another example of tightening and expanding of our networks, that icon of present day, will allow for identifying the market trends, major current and future technologies and for determining the fields where collective effort bears apparent advantages.

Committed to strengthening the Toolpoint networks we are looking with optimism into the future.

Hans Noser and the Toolpoint Team



**Layout and production:**

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