toolpoint
FOR LAB SCIENCE

Annual Report 2019

Enhancing Lab Science

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The Toolpoint Cluster is Developing!

Toolpoint can look back on an eventful 2019 being the sixteenth financial year for the Lab Science Cluster, which is the only industry cluster in Switzerland to focus on liquid handling in life science, diagnostics (IvD) and analytical chemistry.

Toolpoint organised and sponsored a range of events from January to December. Participation in the events was very high again this year. As we cannot run all the events ourselves, we aim to organise joint events with our partners. Around half of our events are run in collaboration with other networks, with Toolpoint taking over the patronage. We have found that this approach is both efficient and effective for our Toolpoint members. The annual report contains detailed information about the events. We would like to pass on our sincere thanks to the partner networks, co-organisers and everyone else who helped to organise the events.

Toolpoint is a non-profit organisation that is funded via membership fees and partner fees. As these contributions finance only part of the costs, Toolpoint for Lab Science offers various services that generate additional cost recovery. One of these services is the compliant disposal of contaminated goods. With the RENE recycling service, we offer a worldwide disposal service for Toolpoint members. This offering has proven attractive. More and more companies in the laboratory industry now use this Toolpoint service. With this offering, we can do good work for our current members and simultaneously attract new members.

The concept development for the House of Lab Science is progressing well. We developed a trial for the construction of the lab spaces. If we find enough companies that are interested in bio laboratories up to S2 level, in the next step we can build and rent the laboratory space together with VARIOSERV, the property owner. As well as the laboratory premises, there are already furnished office spaces that can be rented by SMEs, start-ups or companies that would like to be in close contact with the lab technology scene. A number of other ideas are also being worked on. The House of Lab Science is being developed step by step.

Toolpoint Members 2019

Needs

Push

Universities of applied sciences
University of Applied Sciences Rapperswil
Zurich University School of Engineering, Winterthur

Research institutions
Fraunhofer IPA, Stuttgart, Germany

Private companies / SMEs
Aurovis AG, Alpnach
Gritec AG, Grüsch
Grütter Kunststoff + Formen AG, Hombrechtikon
Helbling Technik AG, Wil SG
Infoteam Software AG, Baar
INTEGRA Biosciences, Zizers
Jossi AG, Islikon
Noser Engineering AG, Winterthur
Seyonic SA, Neuchatel
Zollner Electronics GmbH, Hombrechtikon

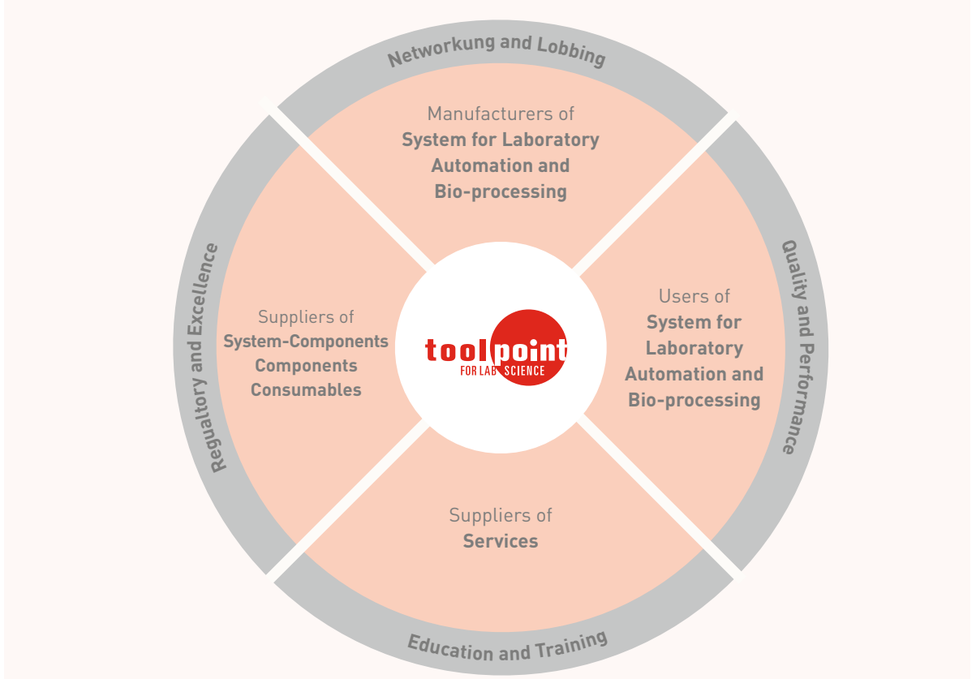
Start-Ups
SuSoS AG, Dübendorf
InSphero AG, Bio Technopark Schlieren
1LIMS, Zürich
Kugelmeiers AG, Erlenbach

Listed companies
Mettler-Toledo GmbH, Greifensee
Qiagen Instruments AG, Hombrechtikon
Tecan Group Ltd., Männedorf

Private companies / SMEs
CSEM, Alpnach
Hombrechtikon Systems Engeneering, Hombrechtikon

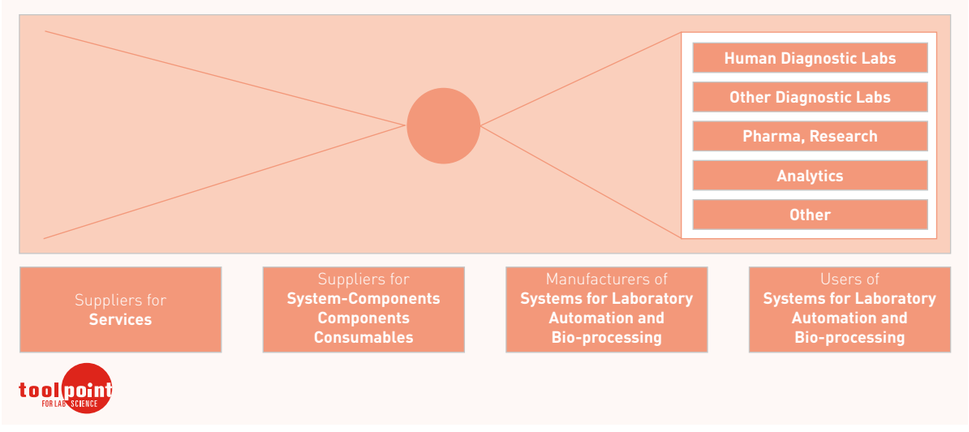
Fig. Toolpoint members

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

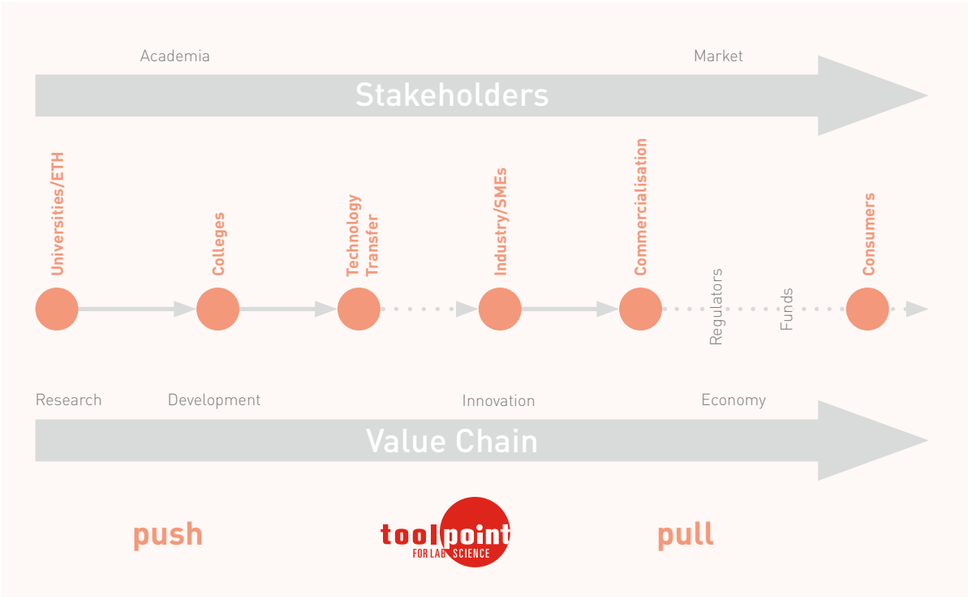


This creates collaborations that are both efficient and effective. The strict regulatory environment in this field requires that all stakeholders have the same understanding of relevant issues.

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



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



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

2

Information on Fields of Application

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

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

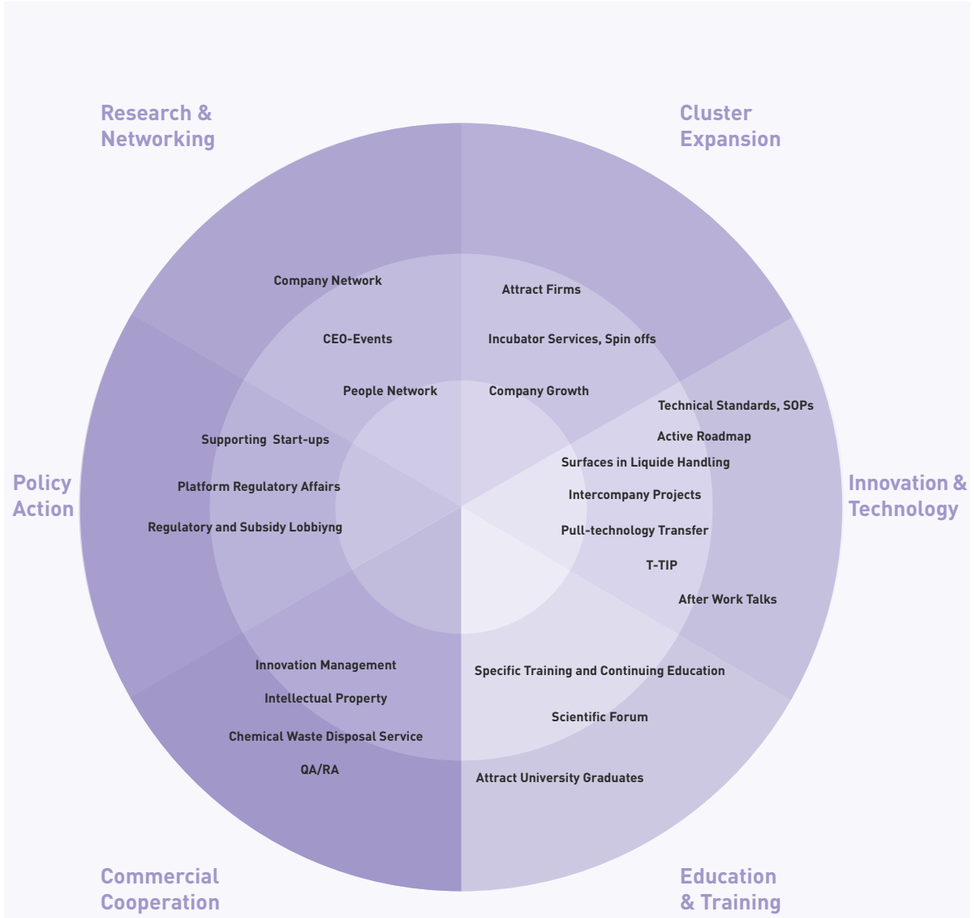


Fig. The Cluster Initiative Target Board by Örjan Sölvell, Göran Lindqvist and Christian Ketels, extract from The Cluster Initiative Greenbook (Stockholm: Bromma tryck AB, 2003) 27, supplemented by Toolpoint-specific services.

2.1 Innovation and Technology

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

The process is shown schematically in the diagram below:

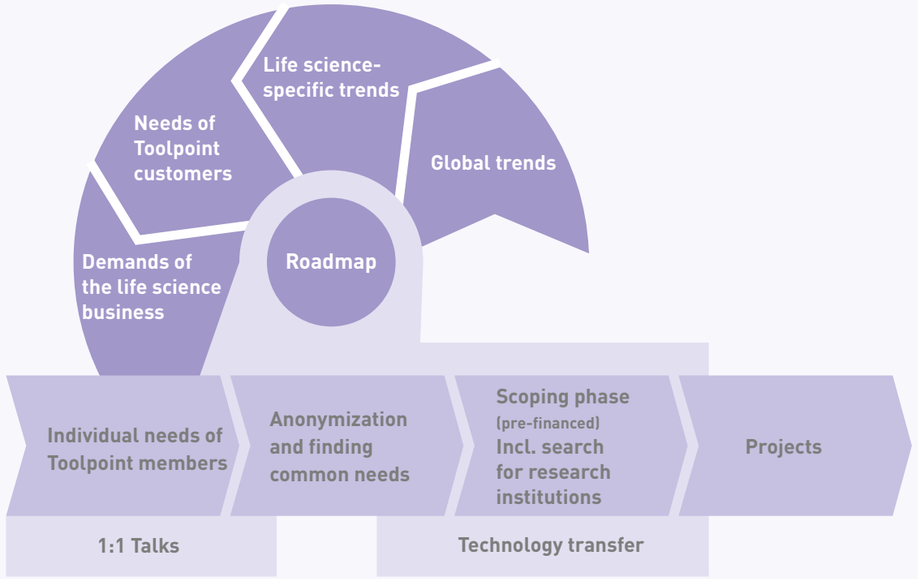


Fig. The Toolpoint Technology Assessment Process

2.1.1 Current Technology Projects (overview) and Activities

Numerous projects carried out since Toolpoint was founded

Since the founding of Toolpoint, 34 projects have been carried out in relation to Toolpoint activities.

After the process of evaluation by our members, 19 of these projects were converted to the scoping phase, while 15 projects were considered to have no possibility of being completed successfully.

Fig. Technology projects by Toolpoint and their development stage.

2.1.2 Further Activities

IVD Industry Connectivity Consortium (IICC):

Toolpoint is still a 'General Interest Member' of the IICC:

SystemsX.ch

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

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

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

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

Competence Centre for Medical Technology (CCMT)

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

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

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

A House of Lab Science based in Hombrechtikon offers a wide range of benefits for Toolpoint members, the Swiss pharmaceutical industry, the biotech sector, the lab technology sector in Switzerland, the University of Applied Sciences in Rapperswil, Zurich University of Applied Sciences ZHAW in Wädenswil and Winterthur, as well as for all institutions that are active in scientific research and for the economy and scientific sector as a whole in the Greater Zurich Area.
In Collaboration with the facility owner VARIOSERV Toolpoint has develop a building concept to create a workspace for developing lab automation and biotech solutions. We have issued a concept for lab space. We are looking for interested companies to rent lab space. You will find more information on this project at the Toolpoint web page www.toolpoint.ch .

Toolpoint Newsletter
Toolpoint sent two newsletters to around 550 companies, universities and colleges in 2019. These contained news from members and information about Toolpoint partners. Toolpoint also posted a link to the newsletter on social media platforms such as LinkedIn and Xing, with over 7,500 click-throughs. The newsletter thus reaches a large and broad audience and proved to be an important tool in 2019.

2.1.3 ICT After Work Talk
The event took place on 15 April 2019 at the House of Lab Science in Hombrechtikon.
The presentation covered the following areas:

Mastery of laboratory skills requires a deep understanding of instrumentation, manual tasks and complex protocols. These skills are often difficult to learn when presented orally or within a written manual. To enhance laboratory outcomes, we have created, implemented, and assessed an Augmented Reality (AR) lab program that can be used in any lab world-wide with minimal setup time. AR is an emerging field that uses computer technologies to overlay realistic images, sounds and other sensations within your environment. Our AR program enables trainees to learn at their own pace and within an interactive environment.
This presentation included details of the development and implementation of our AR lab safety program, as well as our quantitative assessment which demonstrated that trainees were more enthusiastic and retained more information using our AR program when compared to trainees who were given the same material in a traditional lecture-based format. Additional highlights included the teams based at ZHAW (Wädenswil) and Worcester Polytechnic Institute (Worcester, MA USA), current projects and future opportunities. Following the presentation, attendees were encouraged to use our AR program.
The presentation was given by Robert Dempski.

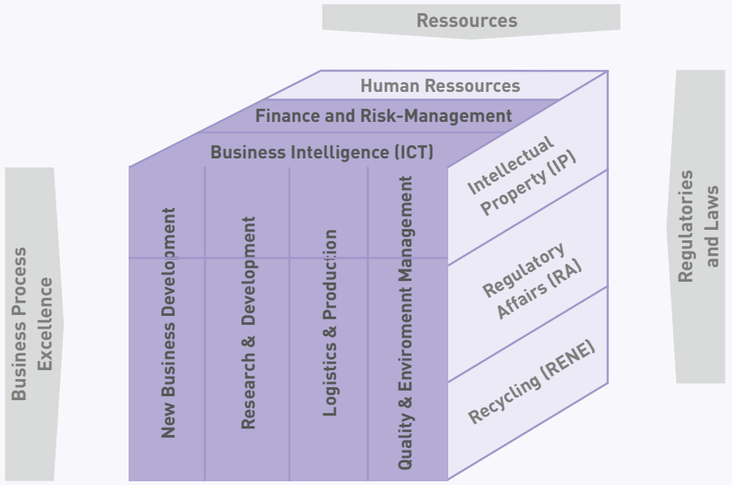
2.2 Education
2.2.1 Human Resources Expert Group
The Human Resources Group met twice in 2019 and held half-day workshops.
The first workshop dealt with the topic of retention and remuneration. The head of the Expert Group gave an initial presentation to provide the participants with an overview. Following this, the HR specialists shared their experiences and discussed examples from their own situations. The workshop was rounded off by an interesting company tour by one of the members.

In the second workshop, the Office Wide employee survey tool was presented in detail. The specific measures described made it abundantly clear how employee satisfaction could be improved. The second topic covered was the 2019 wage round. The HR specialists presented their remuneration systems, which led to lively discussion. A tour of the host's offices and laboratories provided additional insights.

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

Fig. HR Expert Group: Overview

2.3 Commercial Cooperation



2.3.1 Intellectual Property Expert Group

The goals of the IP Expert Group are:

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

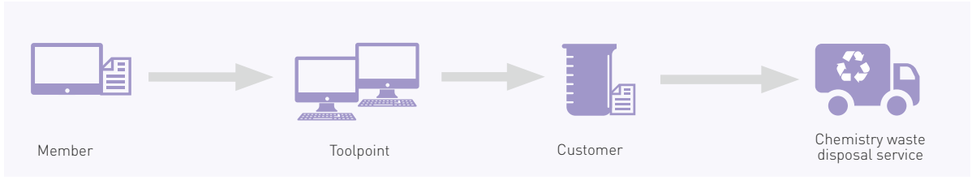
The IP Expert Group, attended by a neutral IP attorney, met twice this year and considered the following topics:

- Design of purchasing process for secured IP area
- Obstruction of competitors in the patenting process
- Official registration of products for US patents – practical implementation for OEM devices
- Documentation of long-standing expertise in the patent department
- Working meeting
- Copyright law and inventions
- IP and tax
- 1Drop Diagnostics, Dr Luc Gervais, CEO
- HSE AG, Dr Michael Collasius, CEO
- Xorlab AG, Antonio Barresi, CEO
- IRsweep AG, Dr Markus Geiser, Co-founder

2.3.2 Chemical Waste Disposal Service

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

Qiagen is currently using these services throughout Europe.



2.3.3 QARA Expert Group

Activities: The Expert Group met in July 2019 at the House of Lab Science in Hombrechtikon. The topic for discussion was norm management. The PERINORM tool, a database for managing and searching for technical rules, was presented to the participants by experts from the Swiss Association of Standards (SNV). The presentation gave participants the opportunity to address specific questions and possible applications. The agenda also included updates on guidelines and standards as well as news and hot topics such as the status and timetable for the new regulations for medical devices and in vitro diagnostics (MDR/IVDR).

Outlook: As well as focusing on the main theme, the 2020 Expert Group conference will include exchanging experiences on the application of the new versions of ISO 13485/ISO 9001 and updates on the relevant regulations and guidelines for lab automation and its supplier industry.

2.3.4 Intellectual Property (IP) Support

Intellectual Property (IP) Support:

Beginning:
Toolpoint started with the presentation "IP within the company" – General Assembly, 1 June 2018.

Concept:
In the presentation a concept for Toolpoint members was again introduced and explained which included the following:
Good offers for Toolpoint members for IP consulting. Toolpoint provides and pays for IP consulting, depending on the status of the membership.

Outcome 2019:
The possibility of IP knowledge extension or the prevention of negative situations for SMEs was used by two members – Aurovis and Inspero. The offer from Toolpoint is already seen as an added value by these two SMEs.

Next steps for 2020:
Toolpoint will try to seek more awareness of IP from Toolpoint members on the homepage. Toolpoint will show the added value of Intellectual Property for Toolpoint members followed by cost savings.

2.4. Policy Action

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

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

2.4.2 Supporting Start-ups

Toolpoint promotes the creation and development of spin-offs and start-ups by:
- Finding the right funding partners
- Granting young entrepreneurs special conditions for membership
- Supporting young entrepreneurs in overcoming bureaucratic hurdles

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

2.5. Research and Networking

2.5.1 Top of Toolpoint

The regular Top of Toolpoint event took place for the fourteenth time, and once again the host was Zunfthaus zur Schmiden in Zurich – for the first time in January. The theme this year was "Applications of Lab Technology".

The event on 17 January 2019 was a great success. Over 50 people took part and the event – which focused on applications of lab technology – was opened by Cantonal Councillor Carmen Walker Späh with a message from the Canton of Zurich.

Image: Dr Michael Collasius, President, Cantonal President Carmen Walker Späh, Canton of Zurich and Mr Hans Noser, Toolpoint Managing Director

This was followed by two extremely interesting presentations by Professor Philippe Schmitt-Kopplin from the Helmholtz Zentrum in Munich:
High-resolution, tailor-made metabolomics in health and environmental research

Image: Professor Philippe Schmitt-Kopplin, Helmholtz Zentrum

And
Dr Michael Lutz from LifeCodexx AG in Konstanz:
PraenaTest – The interplay between science, commerce and ethics

Image: Dr Michael Lutz, LifeCodexx AG

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

Image: Networking

Image: Networking

2.5.2 Workshop – Introduction to Regulatory Affairs in Medtech

The first workshop at ETH Zurich took place on 28 January 2019.
This workshop provided the **basics of regulatory affairs in Medtech with the focus on MDR and IVDR** (Medical Devices and In-Vitro Diagnostic Medical Devices Regulation). Participants received an overview of the regulatory landscape, heard about the basic concepts and principles and were given an insight into the necessary steps and the pitfalls when bringing a Medtech product to the market.

2.5.3 Swiss Symposium on Lab Automation

The 9th Swiss Symposium on Lab Automation 2019 took place on 14 March 2019 at the HSR University of Applied Sciences Rapperswil.

The main focus of the SSLA 2019 was: **Digital Transformation in the Laboratory.**

The event featured presentations by well-known figures from leading companies in the life science sector and an exhibition of current products and technologies from various companies and institutions. It also offered a platform for maintaining and extending relationships in a relaxed setting.

Image: CSEM

Image: Meca500 micro 6-axis robot

Image: WXT Weigh Module Mettler Toledo

2.5.4 Lab Sciences Award

On 14 March 2019, we presented the seventh Lab Sciences Award at the Swiss Symposium on Lab Automation at the University of Applied Sciences Rapperswil.

The prize of CHF 14,000 is awarded to outstanding Bachelor's degree graduates each year by the Veronika and Hugo Bohny Foundation. With the prize, Hugo Bohny aims to emphasise the importance of good education for a country's competitiveness and its future security.

In collaboration with Toolpoint, a selection is made from graduates who have completed a thesis in lab sciences, including medical diagnostics, together with a company.

In addition to the thesis, an oral presentation to the jury has a strong influence on the selection process. The jury members are Hugo Bohny, Valentin Vogt, Marc Schindler, Stephanie Mathes, Stephan Scheidegger, Alex Simeon, Rudolf Marcel Füchslin and Evelyn Orbach-Yliruka

The winners in 2019 were

1st place: Sandra Witschard, ZHAW Wädenswil

"Spheroids in a specific arrangement embedded in planar hydrogels."

2nd place: Dafina Ismaili, ZHAW Wädenswil

"Heterotypic multicellular tumour spheroids and their application in evaluating combination therapies."

3rd place: Stephanie Ruch & Jamie Sulzer, ZHAW Winterthur

"Angle measuring device for dental implants."

We hope that companies in our industry will continue to support us, as another objective of our activities is to highlight the importance of our sector to students and the general public. The next ceremony will be held at the same location in March 2021.

Image: Jamie Sulzer, Sandra Witschard, Stephanie Ruch, Hugo Bohny, Dafina Ismaili, Gabriele Dobenecker

2.5.5 Lab.Vision 2019 BASF Ludwigshafen

Over 250 participants, cutting-edge topics and a great atmosphere – this is how we will re-member Lab.Vision 2019. The trend radar for the lab industry, organised by SPECTARIS-GmbH, was held at BASF in Ludwigshafen from 7 to 8 May and more than lived up to its rep-utation as an important industry get-together.

Lab.Vision 2019 focused on the digitisation of the laboratory industry: Smart services, smart process development, smart manufacturing and numerous other aspects of digital transfor-mation were explored in workshops, presented in keynotes and discussed over lunch.

"At Lab.Vision we had an impressive demonstration of the digital potential still to be leveraged. The ongoing dialogue between manufacturers and users is a key factor here. Lab.Vision offered an excellent platform for this," said the chair of the association, Mathis Kuchejda.

Image: Mathis Kuchejda, chair of the SPECTARIS Association for Analysis, Bio and Laboratory Technology, welcomes guests at Lab.Vision 2019; Source: www.spectaris.de

2.5.6 Swiss Biotech Day 2019

The Swiss Biotech Day has long been the standard annual get-together of the Swiss biopharmaceutical industry. Basel, as one of the most dynamic cities in terms of biotechnological and pharmaceutical research, development and production, proved to be the ideal location.

Our event highlights in 2019:

- 850 attendees from 25 countries
- Keynote addresses by Jean-Paul Clozel (CEO, Idorsia) and Patrick Aebischer (former EPFL president)
- Presentation of the Swiss Biotech Report
- Swiss Biotech success stories
- 44 exhibitors
- Parallel tracks in the afternoon focused on innovative biotech start-ups and medium-sized biotech company presentations
- 8 thematically focused panel discussions in the afternoon
- 834 pre-scheduled one-to-one partnering meetings

Image: Swiss Biotech Networking

Image: Swiss Biotech 2019 US Ambassador

2.5.7 Swiss Medtech Day 2019

On 6 June 2019, industry players, young entrepreneurs, researchers and investors from the Swiss medical technology industry met at the largest national Medtech event.
Swiss Medtech Day 2019 offered a full and interesting programme including lectures by high-calibre speakers, interactive breakout sessions, a Science Slam and a large Tabletop and Poster Exhibition.

Who won the Swiss Medtech Award 2019? The CHF 50,000 award was presented at Swiss Medtech Day again this year. The prize, sponsored by Institut Straumann, Lichtsteiner Stiftung and Ypsomed, honours outstanding achievements in the Swiss medical technology industry. The jury had nominated three finalists – CAScination, GTX medical and Sequana Medical – from the 22 applicants.
Link to video

Source: www.swissmedtechday.ch

2.5.8 Annual Meeting 2019

The Toolpoint AGM took place on 13 June 2019 at the House of Lab Science in Hombrechtikon. Hans Noser welcomed the delegates and presented some of the Toolpoint projects. All services and offerings are explained in more detail in this annual report.
Toolpoint welcomes its one new member, Kugelmeiers.
After the AGM, Hans Noser guided the participants through the House of Lab Science and showed them the various floors and opportunities. This was followed by social drinks.

Image: Garstligweg 8, House of Lab Science

Image: Hombrechtikon industrial zone, Garstligweg

2.5.9 ETH Day 2019

ETH Zurich celebrated its 164th year at this year's ETH Day (its academic holiday) on 16 November 2019, together with guests from research, politics, and industry.

They continued the ETH Day tradition of recognising outstanding performance: awarding honorary doctorates for distinguished contributions to international science and honouring ETH Zurich students, doctoral candidates and lecturers for their exceptional achievements. They also took the opportunity to thank all those who had rendered services to the university.

Image: ETH Day 2019; Portrait (LTR): Sarah Springman (Rector ETH Zurich), Professor Evelyn Hu (Honorary Doctor of ETH Zurich), Joël Mesot (ETH President), Jérôme Faist (Head of the Physics Department) (Image: ETH Zurich / Oliver Bartenschlager)

2.5.10 Basel Life Science Week 2019

BASEL LIFE is Europe's leading congress in the life sciences, at the intersection between basic life sciences research, medical research, and cutting-edge technologies. The 2019 edition took place from 9–12 September at the Congress Center in Basel, at the heart of Europe's life sciences landscape. It brought together multidisciplinary, specialist scientific programmes, including EMBO at BASEL LIFE and the [BC]2computational biology conference. BASEL LIFE united 1000s of established life sciences researchers, offering talented young scientists and innovative exhibitors the opportunity to present their research, bringing together basic molecular, biomedical and clinical research, computational biology, artificial intelligence applications and innovation, and creating new synergies in translational medicine and across the life sciences.

The future of healthcare and clinical diagnostics lies in their focus on precision medicine to decrease costs and increase efficacy. The sooner clinicians intervene in the course of a patient's health, the less pressure there will be on global healthcare spend. Stakeholders in the healthcare ecosystem, whether academics, pharmaceutical corporations, insurers, or governments, will be able to access population molecular data to develop healthcare programmes, and patients will have access to preventative healthcare based on biomarkers that might predispose them to disease. Until now, this field has lacked access to sufficient individual patient data, and to the algorithms for its adequate analysis, in order to elucidate the signatures of states of human health. That has now changed. Attendees were able to talk with the scientists at the heart of this change and learn first-hand how to use it in their own research.

Source: Basel microfluidics

2.5.11 Basel microfluidics

3D in-vitro models and organ-on-a-chip technologies are paving the way to the next revolution in drug discovery and personalized medicine. CSEM and its partners Toolpoint for Lab Science and the University of Basel put together an exciting programme with four keynote speakers and six innovation pitches looking at the latest advances in this field.

Peter Loskill from the Fraunhofer Institute for Interfacial Engineering & Biotechnology in Stuttgart and Petra Dittrich from the ETH in Zürich gave a view on state-of-the-art research in the field. Insights into organ-on-chip case studies from the end-user's perspective in the pharma and cosmetics industry were given by Hansjörg Keller from Novartis, Stefan Platz from Astra Zeneca, and Jochen Kühnl from Beiersdorf. The companies CSEM and CellSpring from Switzerland, Mimetas and BI/OND from the Netherlands, and TissUse from Germany contributed by detailing their innovative technologies which enable reliable results from 3D in-vitro models.

The event brought together scientists, entrepreneurs and managers from both industry and academia. Participants and speakers were engaged in lively discussions throughout the day, emphasising the growing relevance of in-vitro models for bio-pharmaceutical development.

The Microfluidics & Microenvironment Workshop 2019 was one of the Innovation Forums at BASEL LIFE, 9-12 September, Europe's leading congress in the life sciences, showcasing cut-ting-edge science and technology. The workshop was chaired by Helmut Knapp and Vincent Revol (both CSEM), and Marc Creus (University of Basel).

Source: Flyer Microfluidics and Microenvironment Workshop 2019

2.5.12 Introduction to Regulatory Affairs in Medtech Part II

This training provided the participants with the basics of regulatory affairs in Medtech with the focus on MDR and IVDR (Medical Devices and In-Vitro Diagnostic Medical Devices Regulation). They received an overview of the regulatory landscape, heard about the basic concepts and principles and were given insights into the necessary steps and pitfalls when bringing a Medtech product to the market. They were able to discuss these issues with the experts.

Image: Participants at ETH Zurich

2.5.13 Autumn Convention on "Precision Liquid Handling" 2019

This event was held on 23 October 2019 at CSEM in Neuchâtel in collaboration with Toolpoint.

Topic: Precision liquid handling is at the heart of life sciences and diagnostics workflows. It enables the ensuring of traceability and reproducibility of laboratory processes. Much progress has been realized in the last decade to automate liquid handling and free scientists from tedious manual tasks.
Is there any room left for innovation?

This workshop provided the opportunity
- to **learn** about the latest innovations across the whole supply chain
- to **discover** CSEM technologies during a laboratory tour
- to **network** with industrial and academic players

Through a keynote address by Helge Hoffmann, Head of Global System Solution at QIAGEN, the participants learned about the importance of liquid handling for diagnostic applications. His presentation was followed by six innovation pitches from companies across the whole supply chain showing how their latest innovations contribute to improved quality in liquid handling. Finally, the participants had the opportunity to visit CSEM and obtain insights into the latest technologies.

Image: Attendees at CSEM Workshop

Image: Helmut Knapp, CSEM and Marc Boillat, Seyonic SA

Image: Micro City Tour

2.5.14 Medtech & Pharma Platform 2019

In 2019 the Medtech & Pharma Platform annual event celebrated its 6th anniversary with more than 270 attendees from 13 countries, 11 supporting partners and 30 exhibitors. The conference was entitled The 6th Medtech & Pharma Platform (MPP) Annual Conference on "Pharma and medtech innovation in times of societal, technological and regulatory shifts" took place in Basel, Switzerland, on 24-25 October 2019.

Image: Networking during a Break

The MPP annual conference, organized by the international Medtech & Pharma Platform Industry Association brought together key stakeholders from companies of the medtech, pharmaceutical and the information and communication technology (ICT) sector, as well as regulators and patients. During six sessions, which focused on key topic areas in the field, they discussed opportunities to enhance innovation, synergies, and cross-sectoral collaboration, as well as how ultimately these interactions could reduce the time to market for combined products and improve patients' access to these innovative medical devices and was attended by experts in the field of combined products development, digital health, and the EU Medical Devices and In Vitro Diagnostics Regulations.

2.5.15 Company Network - Institutions, Organisations, Communities

Toolpoint encourages our members to work with other clusters by:

- Informing them regularly about activities in other clusters
- Actively cultivating collaboration with System X
- Being a member of www.lifescience-zurich.ch, www.swissbiotech.org and www.elrig.de
- Engaging in lively discussion with SPECTARIS, the German industry association

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

The Toolpoint network

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

Toolpoint regularly exchanges information with the following organisations:

- Technopark Zurich
- Technopark Winterthur
- MyScience Swiss Portal for Research & Innovation
- Grow Wädenswil
- Biotech Center Zurich

2.6 Cluster Expansion

2.6.1 Company Growth

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

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

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

2.6.2 Members

The cost model is as follows:

Membership	Premium Member	Basic Member	Start-Up	Up to 25 employees Sales< 5 Mio	Key Opinion Leader (KOL)
Fee (CHF)	CHF 10'500.00	CHF 3'000.00	CHF 500.00	CHF 1'500.00	CHF 250.00
The Management Fee includes Services as follows:	All incl.	Not all incl.	Not all incl.	Not all incl.	Not all incl.
Website/extranet including content management	✓	✓	✓	✓	✓
Extranet	✓	✓	✓	✓	✓
Toolpoint newsletter (2 x year)	✓	CHF 400.00	✓	CHF 400.00	CHF 400.00
Career job search platform	✓	CHF 500.00	✓	CHF 500.00	CHF 500.00
Social media	✓	✓	✓	✓	✓
Communications, PR	✓	✓	✓	✓	✓
Marketing	✓	✓	✓	✓	✓
Annual report	✓	✓	✓	✓	✓
Brochure: Toolpoint for Lab Science	✓	CHF 500.00	-	CHF 500.00	CHF 500.00
Administration	✓	x	✓		
Toolpoint meets Academia	✓	CHF 2'000.00	CHF 2'000.00	CHF 2'000.00	CHF 2'000.00
Toolpoint Annual Meeting	✓	✓	✓	✓	
Toolpoint Technology Information Platform (T-Tip)	✓	CHF 450.00	✓	CHF 450.00	CHF 450.00
LabTec meets Pharma	✓	CHF 1'000.00	CHF 500.00	CHF 1'000.00	CHF 1'000.00
Focus-Days	✓	CHF 500.00	CHF 250.00	CHF 500.00	CHF 500.00
Top of Toolpoint CEO Event	✓	CHF	CHF	CHF 250.00	CHF 250.00
Swiss Symposium on Lab Automation	x Registration by Host	x Registration by Host	x Registration by Host	x Registration by Host	x Registration by Host
SF_AMT with a member, WebEX	✓	✓	✓	✓	✓
IP Expert Group	✓	CHF 500.00	✓	✓	✓
Initial IP consultation	4h	3h	3h	2h	Not incl.
HA Expert Group	✓	CHF 250.00	✓	CHF 250.00	CHF 250.00
HR Expert Group	✓	CHF 500.00	CHF 500.00	CHF 500.00	CHF 500.00
RENE recycling service for Europe (Basic Member Fee, Orders not incl., visit Toolpoint Recycling)	✓	CHF 750.00	CHF 750.00	CHF 750.00	CHF 750.00
Information management	✓	✓	✓	✓	✓
Cluster management	✓	✓	✓	✓	✓
Lobbying	✓	✓	✓	✓	✓
Networking	✓	✓	✓	✓	✓
Who is Who	✓	✓	✓	✓	✓
Dialogue with clusters in Switzerland and abroad	✓	✓	✓	✓	✓

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

The members are divided into the following groups:

- Premium Member
- Basic Member
- SE (small enterprise) members with up to 25 employees and < CHF 5 million in annual revenue
- Key Opinion Leader
- Start-up Member
- Partner

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

2.6.3 Partners

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

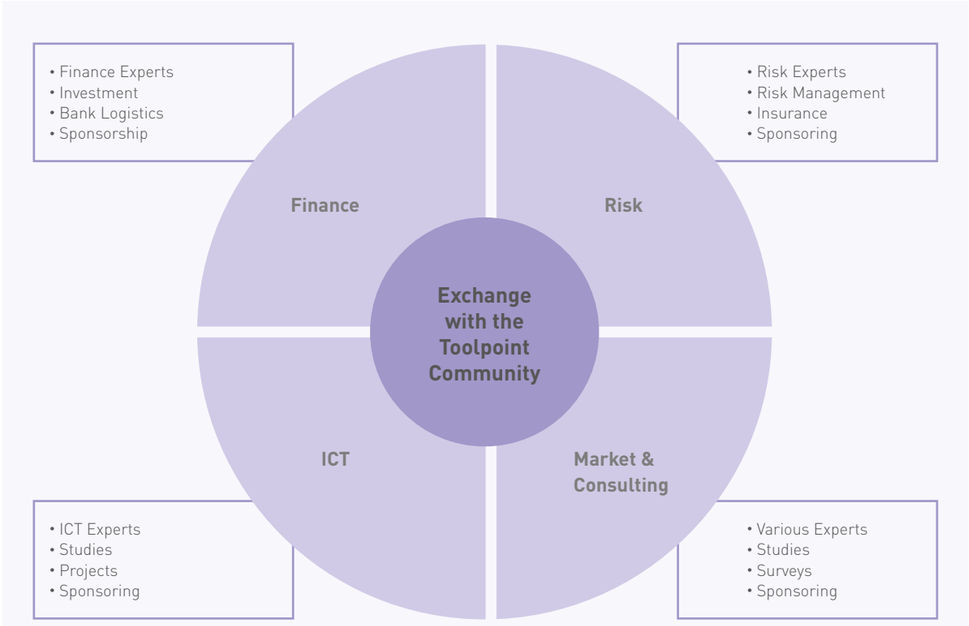


Fig. The partnership offers active collaboration between the partners and Toolpoint and its members. Toolpoint is looking for new partners in the fields of Risk, Finance and ICT.

Current Partner:

Canton of Zurich
Department for Economic Affairs
Office for Economy and Labour

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

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

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

pwc

PwC Switzerland is the leading audit and advisory company in Switzerland. As an independent member of the international PwC network, we help organisations and individuals to create the value they are looking for. Whether your needs are international or local, large or small, we are on hand to serve as your partner for assurance, tax and advisory.

VZ VermögensZentrum

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

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

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

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

3

Organization

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

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

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

Accounting
Unitreva AG

Auditors
Treucontrol AG

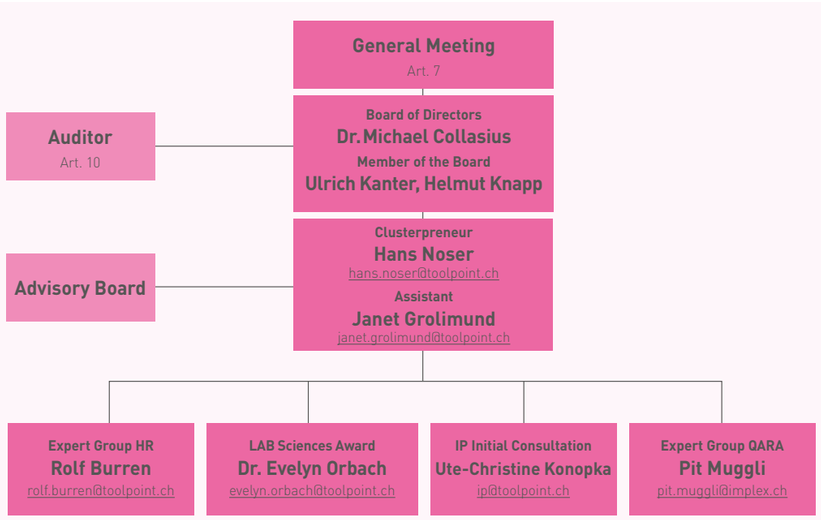


Fig. Toolpoint organisational structure

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

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

Due to high VAT requirements, Toolpoint Management GmbH was founded in 2010. This foundation enabled the risk of additional payments to be minimised.
Experience in taxation practices relating to value added tax has shown that, at the present time, Toolpoint does not need to be structured as a limited liability company. For this reason, Toolpoint Management GmbH was liquidated at the end of 2016. In the future, all services will be provided exclusively via the association.

4

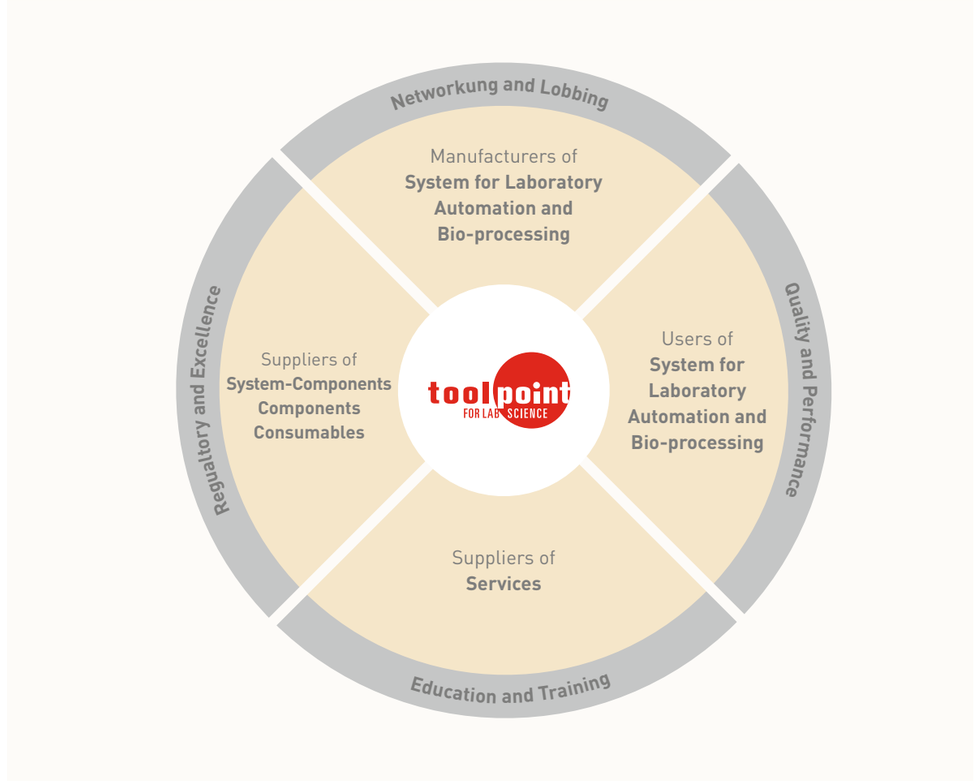
Financial Report

» Audit Report 2019: Toolpoint for Lab Science

5

Outlook

The Toolpoint network will intensify its collaboration with neighbouring clusters and organisations in 2020. This will enable us to organise useful and interesting events and meet-ups more easily.



Based on this strategy, we will work together with our members to extend the network in 2020 to create sustainable benefits for all participants.

toolpoint
FOR LAB SCIENCE

Verein Toolpoint for Lab Science
c/o Unitreva AG
Gewerbestrasse 12
CH-8132 Egg, Zurich, Switzerland

Office Winterthur
St. Gallerstrasse 57
CH-8400 Winterthur

info@toolpoint.ch
www.toolpoint.ch

Layout and production
Michel Grolimund

Editor
Hans Noser
Janet Grolimund