

Meilen, April 2nd 2024

April 2024 Toolpoint Update

Dear members, friends and partners

Toolpoint has been rather active lately. It's time to share some of the activities going on. We would love to see you at our events and get your feedback on our program.

It is very important that delegates share this information broadly across their organisations. We want to be a network for the entire organisation of our members.

Any questions? Don't hesitate to contact me.

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April 8th, Toolpoint After work Talk on China

China is on everybody's mind. For many of our companies it is the second largest market. Unlike other markets it hasn't recovered after the pandemic and activity levels are subdued. What do geo-political realities mean for future business in China? Will bio-pharma recover? How can we sell products in light of tightening import restrictions ? What does Chinese business culture demand from us?

Yvonne Hou, Long term Lab Science manager from Shanghai will answer these questions in a key-note, followed by a discussion and a networking apéro.

Contact catherine.kennard@toolpoint.ch to register.

April 22nd, 23rd: Swiss Biotech day

Toolpoint in collaboration with CSEM is hosting the Lab Automation session at the Swiss Biotech Day in Basel. There will be a panel discussion with representatives from Lonza, Hamilton, Securecell and CSEM discussing Bio-Processing: The Next Generation. How to meet the challenges of new therapeutics, cost pressure and big data? Afterwards there will be a pitching session, where start-ups from Lab automation space present their business cases.

As the Lab Science industry is steadily moving closer to life science and large molecules, perhaps this could be a great opportunity for toolpoint members to dip a toe into the waters of biotech?

May 29th, Focus Group Operations & Supply Chain

The operations and supply chain functions in our companies influences business success on various levels. Material price and labour cost directly impact margin, a smooth supply chain enables growth, and low cost logistics improves profitability.

We are therefore starting an Operations & Supply Chain focus group on hosted by **Thomas Hösli**. Thomas is an operations professional with many years of experience as Operations Manager, General Manager and Head of the European Logistics Hub at METTLER TOLEDO. I am super excited to have him on board!

The focus group will discuss topics such as supply chain resilience, supply chain design, pooling, distribution logistics and others.. The group will meet 3-4 times a year and participants are expected to make an active contribution.

The first meeting will take place on May 29th 15:00 -17:00.

Contact catherine.kennard@toolpoint.ch to register.



May 30th/31st & June 29th Tactical Selling Skills training

Good salespeople can make all the difference. In our industry they often need a scientific background and are not naturally at ease phoning up strangers or qualifying an opportunity. Luckily these skills can be learnt. We partnered up with **george james ltd**, who are a UK based training provider specifically for the Lab Science industry. Trainers are former sales managers and executives from companies, such as Agilent, METTLER TOLEDO, or Perkin Elmer.

Participants learn to:

- Improve conversion rate from leads by applying a rigorous qualification process.
- refine their telephone skills and perfect objection handling to get more appointments
- improve productivity by planning, prioritising, and organising their time more effectively
- conduct a sales call, present offer, handle price objections and ultimately close the sale

The course is right for newcomers or as a refresher for more experienced sales reps. You can find a 2-page summary in the attachments to the e-mail.

Toolpoint members receive a 15% discount on the training course.

Contact christian@inside-out-consulting.ch for more information.

July 1st -2nd, Junior Leadership training

Young scientists and engineers who make their first steps into leadership roles need help. Great leaders are not born, but developed.

We therefore partnered up with **Mark McGregor** to organize a Junior Leadership course specifically for people in scientific or technical companies that take over team leadership roles. Mark is a former Canadian Ice Hockey coach, who replaced skates and hockey stick with flip chart and pen and very successfully helps to develop leaders.

In the course, participants will learn to understand the roles they have as leaders, better set priorities, have more impactful conversations with their team members and develop high-performance teams.

They will discover coaching as a highly effective leadership tool.

The course is right for new or new-ish team leaders or people in a matrix leadership role. You can find a 2-page summary in the attachments to the e-mail.

Toolpoint members receive a CHF 300 discount on the training course.

Contact christian@inside-out-consulting.ch for more information.



Toolpoint Salary Survey with PwC

War for talent is a big topic also for the Lab Science industry and paying fair wages helps to have a long relationship between employer and employee.

We have partnered up with PwC to conduct a strictly anonymous salary survey amongst Toolpoint members and other companies in our industry. Data entry is through a simple, secure online tool and PwC will prepare anonymized reports providing statistical information for typical jobs in the Lab Science industry, such as product manager, applications chemist, project leader, electronics engineer, requirements engineer for junior and senior level.

Cost: Toolpoint members pay CHF 1000 to participate in the study.

Contact christian.walter@toolpoint.ch for more information.

Peer Group Analysis

Business leaders are constantly faced with a multitude of strategic decisions. Where to invest? Which country to focus on? Which business line needs special focus? Should we improve cost of goods sold or minimize SG&A expenditure. Should we increase our R&D spending? Is our end user focus still appropriate? Should we improve profitability (always \square) or should we focus on growth?

Inside-Out Consulting GmbH has prepared a Peer Group Analysis analysing 11 companies from our industry. Each company is presented with a P&L statement, notes and details from investors' calls and compared with the peers across several dimensions such as Growth, Gross Margin, R&D Ratio, geographic Split and many more.

See attached summary.

Toolpoint Members get a 10% discount on the Peer Group Analysis.

Contact christian@inside-out-consulting.ch for more information.



New members:

Toolpoint is growing. We are very happy to welcome the following new members:



Amphasys is a start-up/scale-up in Lucerne who make an impedance-based flow cytometer used for Pollen and cell characterization.



Bruker needs no introduction. They are one of the big players in our industry. In Switzerland, they have the headquarter of the BioSpin division in Fällanden, which is market leader in Nuclear Magnetic Resonance (NMR) spectroscopy.



CTC Analytics makes innovative, robotic sample preparation solutions for many different analyses. They are based in Zwingen (BL) and Zurich.



Nagi Bioscience is a start-up in Ecublens who has developed an instrument that uses microscopic worms as model for studies such as toxicity or aging.



Zurich based **NexMR** has developed a fluorescence based sensitivity enhancement of NMR, which allows the high throughput screening by means of NMR



Lausanne based **Seed Biosciences** have developed an automated pipetting robot for single cell seeding, used in many modern bio processes.



vario optics ag are in Heiden Appenzell and make photonic sensors that can play a role in various different fields of application.



Zühlke is a Swiss headquartered international innovation service provider. They specialise in strategy and business innovation, digital solutions and applications, and device and systems engineering.



Save the dates - 2024:

May 30th : Toolpoint for Women

After the very successful inauguration meeting in Zurich on March 7th, the Toolpoint women will meet again on May 30th to further their networking and discuss opportunities to attract more young females to our industry. Our hosts for this event will be Bruker in Fällanden.

June 20th, 15:00: Annual General Meeting in Hombrechtion

New members are expected to present their company to the Toolpoint delegates. A keynote from the Toolpoint Managing Director will focus on: "Optimising sales success, assessing markets, setting priorities"

July 4th, 17:00: Top of Toolpoint: C-level networking, Lake Zurich area Culture eats strategy for breakfast! Or does it?

Moritz Lechner, Co-Chairman of Sensirion will talk about the importance of company culture for long term success. Surely, a lively discussion will follow.

Sept 12th: Swiss Automation, Fachhochschule OST in Rapperswil

Together with Fachhochschule OST, Toolpoint hosts the Symposium for Lab Automation and will also once again present the Lab Sciences awards for the best bachelro thesis in the Lab Science field.

Sept 19th/20th: CTO Roundtable at Festo SE & Co. KG in Esslingen, Germany

Festo has very kindly agreed to host the 2024 CTO roundtable. On the 19th, we will travel to Esslingen, visit the Life Tech department and have a joint dinner in Esslingen. On the 20th, we will visit the Rapid Prototyping facility at Festo HQ, and focus our CTO roundtable discussion on rapid prototyping.

Contact catherine.kennard@toolpoint.ch to register

November 19th: Precision Liquid Handling Workshop, Technopark Zurich

For the seventh time, Toolpoint and CSEM have teamed up to organize the Precision Liquid Handling Workshop. This time it will take place in Zurich. Toolpoint members can attend for free.



I am very excited about the level of activities happening at Toolpoint. We truly believe that an active network benefits all the market players.

Please help us to broaden our reach within member companies and share this newsletter with as many people and departments as possible.

This includes (but is not limited to):

- Sales department
- Marketing department
- Business Development
- Operations and Supply Chain
- HR and compensation department
- Training department
- Research and development

To stay in touch, follow our LinkedIn channel. We will post all upcoming activities there as well.

<https://www.linkedin.com/company/98755119/admin/feed/posts/>

I am looking forward to meeting many of you over the next few months.



Christian Walter
Managing Director

