



Annual Report 2018



Enhancing Lab Science



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1

The Toolpoint Cluster is Developing!

Toolpoint can look back on an eventful 2018. The Toolpoint lab science cluster is the only industry cluster in Switzerland to focus on liquid handling in life science, diagnostics (IvD) and analytical chemistry, and 2018 was its fifteenth financial year.

Toolpoint organised a range of events from January to December. These events were attended by an above-average number of participants, indicating that the topics chosen met with particular interest. As we cannot run all of 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 and co-organisers and all the active and involved companies and individuals who helped to organise the events.

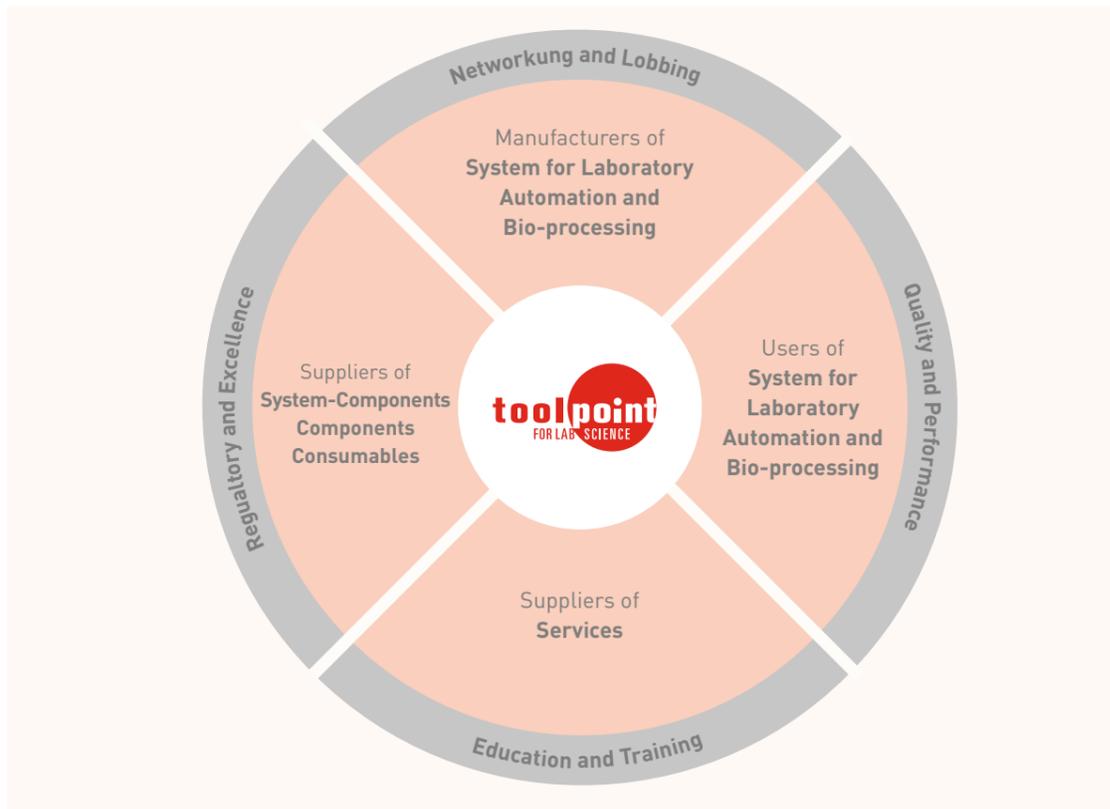
As a non-profit organisation, Toolpoint is funded through membership fees and partner contributions. As these contributions finance only part of the costs, Toolpoint for Lab Science offers various services that generate additional cost coverage. One of these services is the compliant disposal of contaminated 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. By providing this offering, we can do good work for our current members and simultaneously attract new members.

Toolpoint updated its website for its fifteen-year anniversary. We made sure that the look and feel is similar to the old website. The update provides significant new benefits in terms of administration and content management.

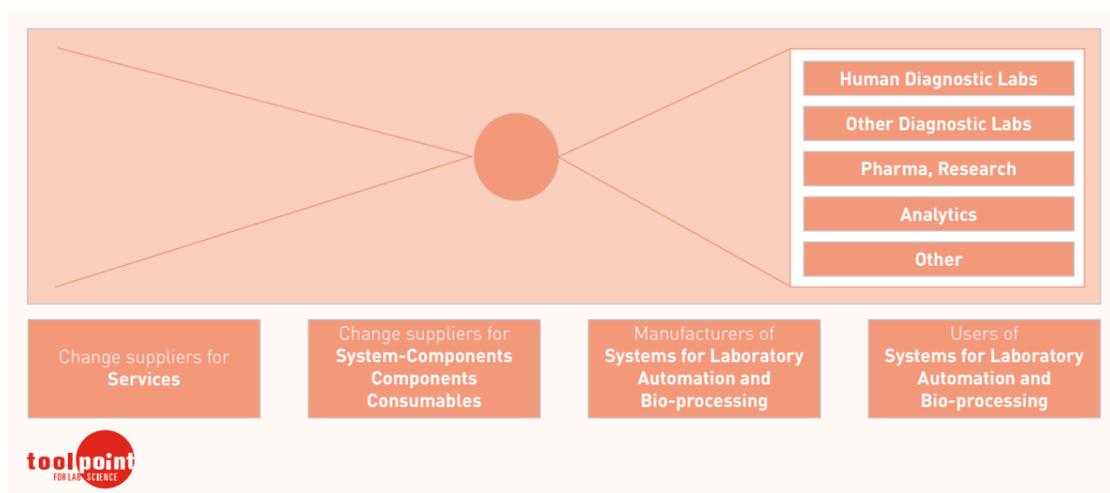
See www.toolpoint.ch for all the details. Interesting information from the extranet can only be viewed via login and is directed at our member companies and their employees. If you do not have an account, please email janet.grolimund@toolpoint.ch and she will open one for you.



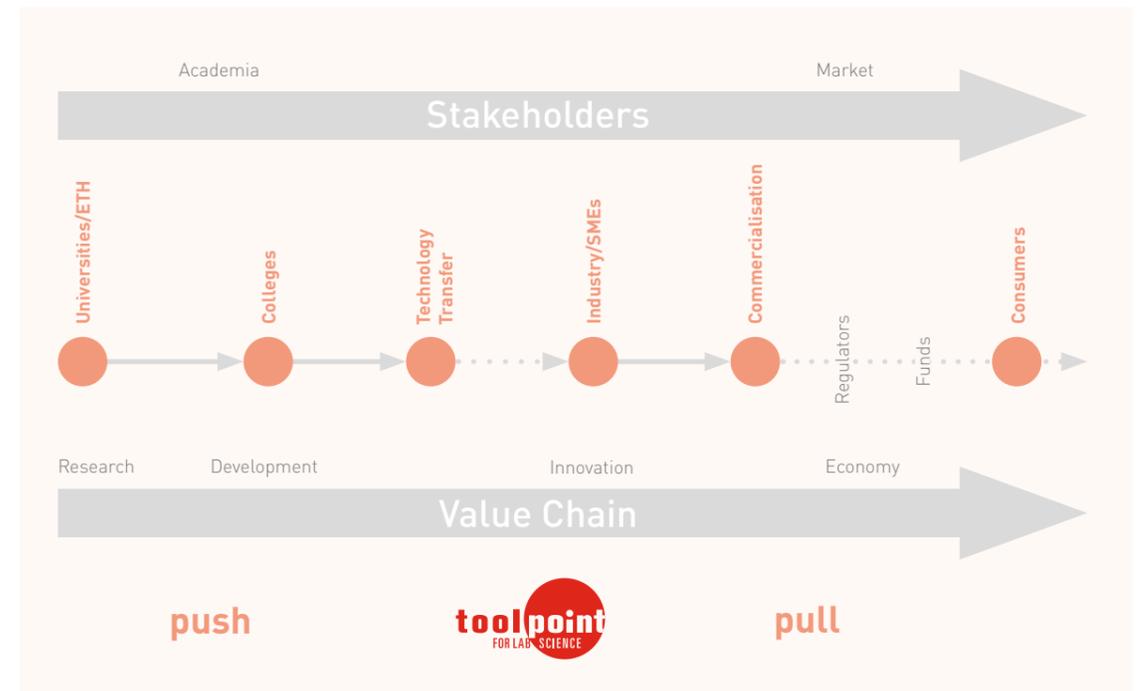
Toolpoint for Lab Science aims to connect researchers, users and manufacturers of laboratory equipment and providers of components and related services.



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, 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 with 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 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 Networking
- 2.3 Education/Human Resources
- 2.4 Commercial Collaboration
- 2.5 Policy Action
- 2.6 Cluster Expansion

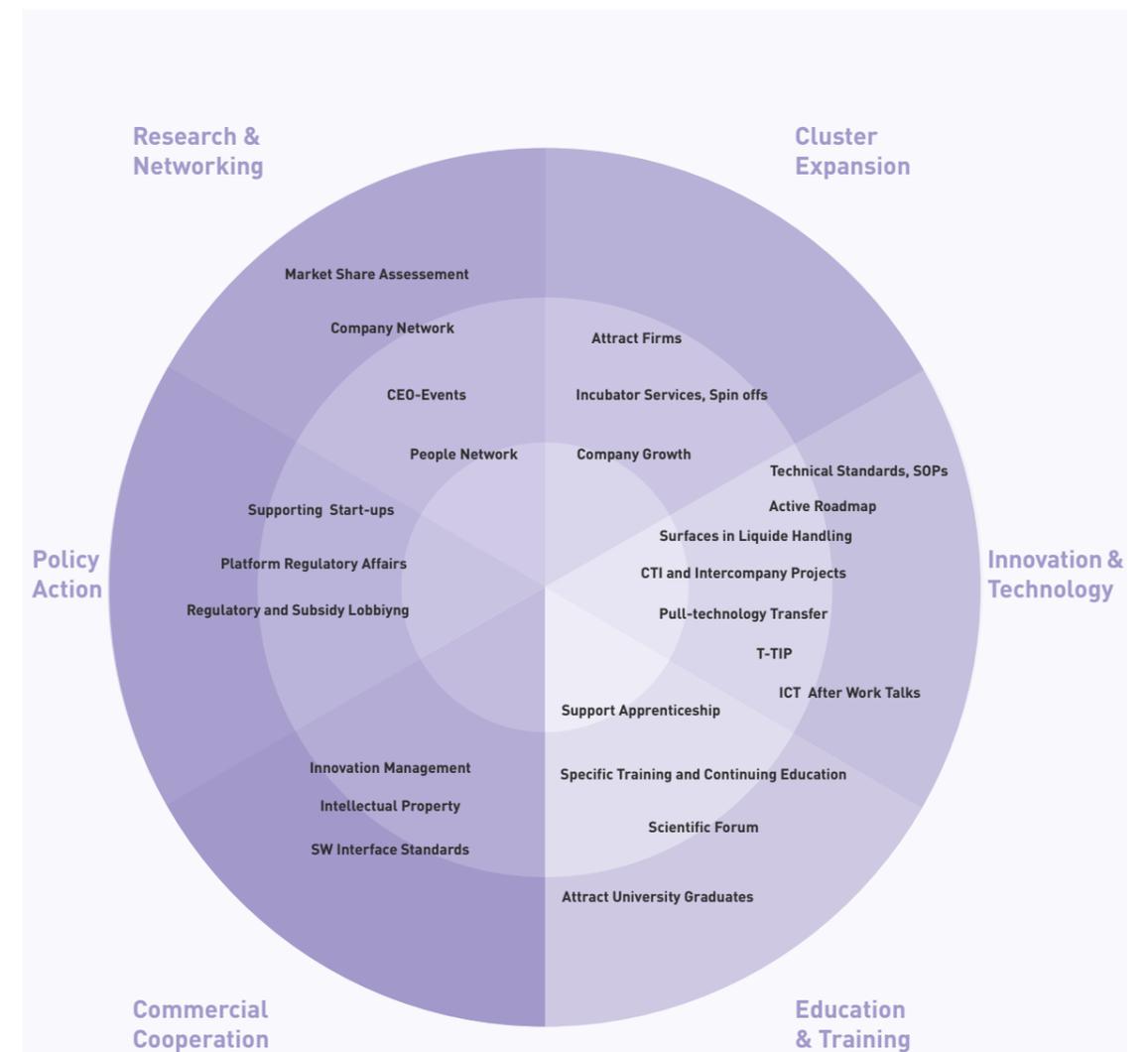


Fig. The Cluster Initiative Target Board by Örjan Sölvell, Göran Lindqvist and Christian Ketels, extract from The Cluster Initiative Greenbook (Stockholm: Bromma tryck AB, 2003) 27, supplemented by Toolpoint-specific services.

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, potentially interested member companies can decide whether they wish to participate in the evaluation stage, help to determine specific goals and budgets, and ultimately decide whether or not to take part in the final project.

The process is shown schematically in the diagram below:

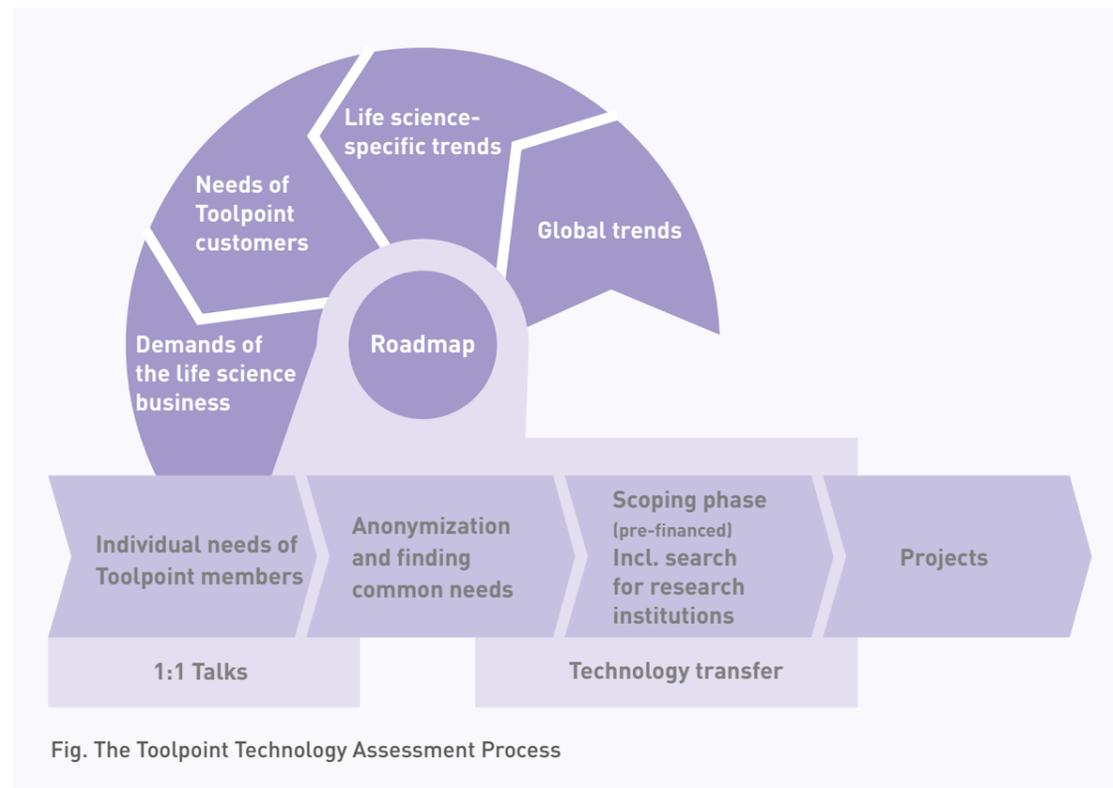


Fig. The Toolpoint Technology Assessment Process

2.1.1 Current Technology Projects (overview) and Activities

Numerous projects have been carried out since Toolpoint was founded.

Since Toolpoint’s founding, 34 projects have been carried out in relation to Toolpoint activities. After the process of evaluation by our members, 17 of these projects were converted to the scoping phase. 13 projects were considered to have no possibility of being completed successfully.

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

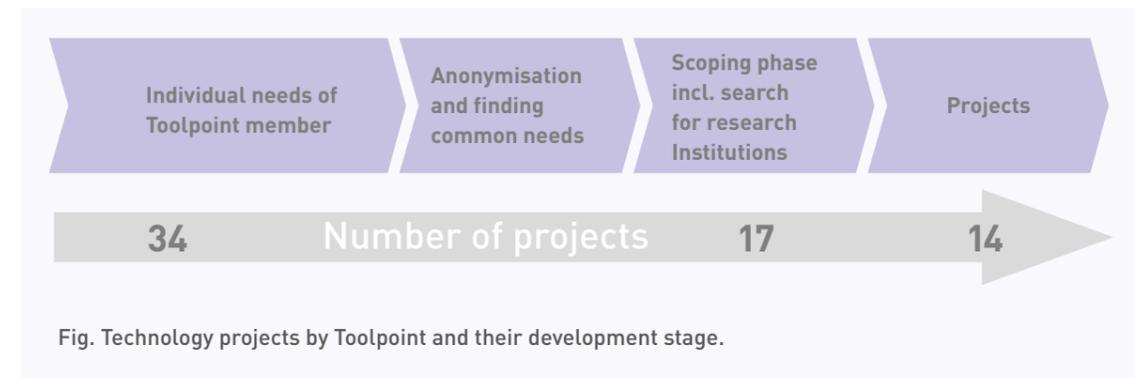


Fig. Technology projects by Toolpoint and their development stage.

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 parties involved the following benefits:

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

For SystemsX/11academic 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 run by the Swiss Med Tech Cluster 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 LabScience.

A House of LabScience 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.

The project was initiated in 2017 and has already found several interested parties. More information can be found on the Toolpoint website. Since its inception, several businesses have moved into the House of Lab Science. A business plan for the House of Lab Science has been developed. The next step includes work on the organisation and funding for the implementation.

Toolpoint Newsletter

Toolpoint sent two newsletters to around 750 companies, universities and colleges in 2018. 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 3,500 click-throughs. The newsletter thus reaches a large and broad audience and proved to be an important tool in 2018.

2.2 Networking/Events

2.2.1 Translational Medicine in Zurich

The Life Science Zurich (LSZ) Business Network, together with the Business and Economic Development Division of the Canton of Zurich, the University of Zurich and the Bio-Technopark Schlieren-Zurich organised the first LSZ Impact Conference on Translational Medicine.

300 participants attended the event, which took place at the Technopark Zurich on 22 January 2018, of which 50% were from industry, 35% from academia and about 10% of participants came from abroad. The event clearly focused on early stage projects in pharma and biotech. The pilot conference concentrated on the fields of cancer, immunology and infection and neurosciences.

Keynote speakers included

- Andreas Plückthun, University of Zurich
- Ralph Müller, ETH Zurich
- Roger Nitsch, University of Zurich
- Costas Bekas, IBM Research Zurich

Short pitches by researchers from ETH Zurich, the University of Zurich, the University Hospital Zurich and the University of Applied Sciences ZHAW as well as contributions from young start-up companies highlighted early stage projects. The panel discussion focused on the vision of translational medicine in 2030.

The industry exhibit offered partners and sponsors the possibility to interact with the conference participants. 150 one-to-one meetings also took place, facilitating interaction between academia, industry and investors.

The conference was an excellent opportunity to find the right partners to accelerate the development of novel therapeutic strategies and innovative concepts of health prevention and treatment.

The event was made possible by our sponsors IBM Research, Johnson & Johnson Innovation, Lonza, Swiss Industry Science Fund (Novartis & Roche), Vifor Pharma, ZHAW Life Sciences and Facility Management as well as by our partners City of Zurich, ETH Zurich, Swiss Biotech Association and Enterprise Europe network (innosuisse).

More Information:

[Life Science Zurich Business Network](#)

[Business and Economic Development, Canton of Zurich](#)

[Life Science Business Network Annual Report \(German\)](#)



Image by [Andreas Bucher](#): Participants



Image by [Andreas Bucher](#): TMZ team



2.2.2 Workshop with PwC on “Digital trends and applications”

Topic of the event: The word ‘Digital’ is in use everywhere. Why? What does it really mean and what could be the applications for you?

On 23 January 2018, over 20 participants attended this event in Zurich. This half-day workshop held in PwC’s brand new Digital Experience Centre started by providing some structure to help participants better understand how and where digital presents opportunities for their business. They explored digital case studies in relevant fields (Medtech, Labtech and healthcare) as well as other sectors in order to see what they could learn from others who are on the journey. Following this, they selected digital concepts that were deemed most relevant to the participants and broke into smaller groups. In an interactive session, each group brainstormed a particular application related to their assigned digital concept and prepared a short pitch, which they presented back to the group. This collaborative approach uncovered new ideas and challenged their existing opinions.



Image: PwC Discussion/Workshop



Image: Participants @ PwC Workshop

2.2.3 Toolpoint Spring Conference/SPECTARIS – cross-border networking

With a record number of 80 participants, members of Toolpoint and the German SPECTARIS network met in Dübendorf on 7 and 8 March for the joint spring conference with the theme of **Digital Transformation in the Laboratory**. The question of where analysis, biotechnology and lab technology lies in the process of digitalisation and what the future could look like was explored from a range of internal and external perspectives. The cross-border networking with German companies was particularly valuable.

The guests visited the [INSTITUTE FOR LAB AUTOMATION AND MECHATRONICS \(ILT\)](#) at the HSR University of Applied Sciences Rapperswil on 7 March, which was followed by a joint networking dinner in Dübendorf.



Image: Participants at ILT, HSR Rapperswil



Image: Participants at ILT, HSR Rapperswil

On 8 March 2018, the participants arrived at the Dübendorf Innovation Park, where they enjoyed a range of interesting presentations:

Brief introduction of Toolpoint and SPECTARIS and current market development for analysis, biotechnology and lab technology

Hans Noser, Toolpoint and Birgit Ladwig, SPECTARIS

“Smart things in the lab – how ready are we for Industry 4.0?”

Dr Christoph Jansen, Market Manager Pharma and Food Mettler Toledo Analytical

Digital trends and applications: Presentation of results of the Digital Immersion Workshop by Toolpoint

Dr Nina Geilinger, ETH Zurich, Chair of Strategic Management and Innovation

The digital service transformation in manufacturing companies – opportunities and challenges

Lorenz Stähle, University of St. Gallen, Industrial Service Management

From managed services to automated services – the role of digitalisation in tailor-made laboratory services

Dr Hellmuth Broda, Perkin Elmer, Professional Services Leader Europe

Start-up pitch: Swiss start-ups introduce themselves

- 1Drop Diagnostics, Dr Luc Gervais, CEO
- HSE AG, Dr Michael Collasius, CEO
- Xorlab AG, Antonio Barresi, CEO
- IRsweep AG, Dr Markus Geiser, Co-founder

This was followed by a short drive to Mettler-Toledo in Nänikon and a visit to the analytics production area. Toolpoint and SPECTARIS members all agreed – it had been two outstanding days!



Image: Welcome address by Hans Noser



Image: Participants

2.2.4 Swiss Symposium on Lab Automation

The 8th Swiss Symposium on Lab Automation took place on Thursday, 22 March 2018 at HSR University of Applied Sciences Rapperswil. The theme of the symposium was **Artificial Intelligence and Lab Automation**.

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 Online Bioreactor Monitoring



Image: Robotic “Aurovis Assistant”

2.2.5 Lab Sciences Award

On 16 March 2018, we presented the Lab Sciences Award at the Swiss Symposium on Lab Automation at the University of Applied Sciences Rapperswil for the fourth time.

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, graduates are selected 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 2018 were

Andreas Fankhauser, FHNW School of Life Sciences

"Development of a screening method for the determination of extractables and leachables in primary packaging of pharmaceutical products"

Fabian Gerber and Lukas Vassalli, HSR University of Applied Sciences Rapperswil

"Optical orientation and drop analysis for medical tests"

Dominic Juchli, FHNW School of Life Sciences

"Synthesis of Raman probes for the visualisation of hepatocytes and the cannabinoid 2 receptor"

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 on 14 March 2019.



Image: Lab Sciences Award winner 2018, Lukas Vassalli, Fabian Gerber, Hugo Bohny (Founder of the Veronika and Hugo Bohny Foundation), Dominic Juchli, Andreas Fankhauser

2.2.6 Swiss Biotech Day 2018

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

The SBD is not just the place to be for members of the Swiss Biotech Association, who traditionally meet there for the association's Annual General Assembly. As always, the event targets entrepreneurs, investors, researchers, analysts, BD&L, political decision makers, industry stakeholders and media.

This year's event took place on 3 May 2018 and brought together more than 600 senior executives from the life science industry across Europe. For a selection of photos from the event, check out the [SBD2018](#) gallery and see the video above.

2.2.7 Toolpoint Annual Meeting 2018

The Toolpoint AGM took place on 1 June 2018 at the Innovation Park in Dübendorf. Hans Noser welcomed the delegates and presented some of the Toolpoint projects. The experts from the QARA Expert Group and the IP initial consultation group presented their services in more detail. Toolpoint partner VZ Vermögenszentrum gave a specialist presentation on retirement and partner PwC presented on the topic of digital transformation. All services and offerings are explained in more detail in this annual report.

Toolpoint welcomes its two new members, 1Lims and the ZHAW School of Engineering.



Image: Participants @ PwC Workshop



2.2.8 Toolpoint After Work Talk on “ethical hacking”

This event took place on 2 July 2018 in the former Qiagen building in Hombrechtikon. The topic of “ethical hacking” was presented by Mr Reto Schädler, owner of Honeypot GmbH in Stäfa.

The company explained the latest IT security threats. A live hack demo showed the damage a Trojan virus can do.

When is a password safe? Honeypot presented the various issues.

In addition, the human factor is a major vulnerability (social engineering) via which an attacker is almost always successful.

About the speaker: Following his apprenticeship in electronics, Reto Schädler completed his studies in computer science at the HSR University of Applied Sciences Rapperswil in 2001, after which he worked for 12 years in hardware development. He has worked as an IT Security Analyst, currently through his own company, Honeypot, in Stäfa, since January 2015. In 2016, Reto Schädler found a vulnerability in the ASP.NET framework and received a significant reward from Microsoft through the Bug Bounty Program.



Image: Reto Schädler, Honeypot



Image: Reto Schädler, Honeypot

2.2.9 ETH Industry Day

With more than 500 participants, the ETH Industry Day 2018 was again a great success. We would like to pass on our thanks to the speakers, exhibitors and visitors for the inspiring conversations and the whole organisational staff for the smooth running of the event. For selected impressions of the afternoon, please view the video and the photo gallery below. To access the [speaker](#) and [exhibitor](#) list please follow the links.

The organisers are looking forward to welcoming you again to the ETH Industry Day 2019 on 4 September 2019.

2.2.10 Basel Life Science Week 2018

The 2018 program for BASEL LIFE, Europe's leading life sciences congress, was very impressive. In just its second year, the four-day Life Sciences event has already become a meeting place for Europe's top researchers and young talent. From 11 to 14 September 2018, the Who's Who of science presented their latest findings at the Congress Center Basel. In particular, the congress was honoured to host Norwegian neuroscientist and Nobel laureate [May-Britt Moser](#).

The concept from the two organising associations, the European Association for Life Sciences and the European Molecular Biology Organisation, has proved successful. BASEL LIFE comprises four pillars: the scientific congress, innovation forums, exhibition and job fair. This combination of science, technology, business and networking in the well-established life sciences city that is Basel meets the specific needs of this future-focused industry.



2.2.11 Basel microfluidics

Basel Life Microfluidics & Microenvironment Workshop, 14 September 2018
 CSEM, BaselArea.swiss and the University of Basel in collaboration with Toolpoint for Lab Sciences joined forces to organise this one-day workshop with a focus on the preparation of microphysiological systems in a microenvironment for boosting the relevance of in-vitro assays towards in-vivo outcomes. This included developments related to organoids or model organisms on a chip, droplet microfluidics and bioprinting.

Two keynote presentations from Jennifer Rohn, Principal Research Associate at University College London, and from Adrian Roth, Head of Mechanistic Safety at Roche in Basel, kicked-off the day with visions of what can be done in the lab and what should be done from the end-user perspective. Several companies from the field continued with presentations on their innovative technologies to further enable in-vitro models. The final panel discussion with the speakers was also joined by Stefan Platz, Global Head of Drug Safety and Metabolism at Astra-Zeneca.

The event brought together almost 100 scientists, entrepreneurs and managers from both industry and academia. The room was at full capacity all day and participants and speakers engaged in lively discussions. This emphasised the growing relevance of in-vitro models

for bio-pharmaceutical development.

The Microfluidics & Microenvironment Workshop 2018 was one of the Innovation Forums at BASEL LIFE on 11-14 September, Europe's leading congress in the Life Sciences, showcasing cutting-edge science and technology. The Workshop was chaired by Helmut Knapp (CSEM), Marc Creus (University of Basel) and Ralf Dümpelmann (BaselArea.swiss).

2.2.12 Pharma & Medtech Platform 2018

In 2018 the Medtech & Pharma Platform annual event celebrated its 5th anniversary with more than 270 attendees from 13 countries, 11 supporting partners and 30 exhibitors. The conference was entitled Global perspectives and trends at the intersection of pharma and medtech, and was attended by experts in the fields of combined products development, digital health and the EU Medical Devices and In Vitro Diagnostics Regulations.

2.2.13 Autumn Convention on "Precision Liquid Handling"

This event was held on Tuesday, 23 October 2018 at CSEM in Neuchâtel in collaboration with Toolpoint.

Topic: Precision liquid handling is at the heart of life sciences and diagnostics workflows. It enables traceability and reproducibility of laboratory processes. Much progress has been realised in the last decade to automate liquid handling and free scientists from tedious manual tasks.

Is there any room left for innovation?

This workshop gave participants the opportunity to

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

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



Image: Helmut Knapp, CSEM



Image: CSEM Networking Event, Neuchâtel



Image: Flyer for the Microfluidics and Microenvironment Workshop 2018

2.2.14 Workshop with PwC on “The connected lab of the future”

This event took place on 23 November 2018 at the PwC Experience Center in Zurich. Based on previous events, the team had discovered that ‘digital’ is synonymous with being more data-driven and interconnected. In the event, entitled “The connected lab of the future”, their aim was to take the discussion to the next level by examining what this will mean for our industry.

The participants heard about a possible vision for the future, the needs of laboratory operators, how to enable connectivity via the cloud, data standards and how to make use of data to drive results for their customers and their business.

2.2.15 ELRIG

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

2.2.16 SBA

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

2.3. Education

2.3.1 Human Resources Expert Group

The Human Resources Group met three times in 2018 and held half-day workshops. For the first time, the HR Expert Group invited non-members as guests in 2018. The external participants were very interested in the topics and added stimulating input to the discussions among the HR experts.

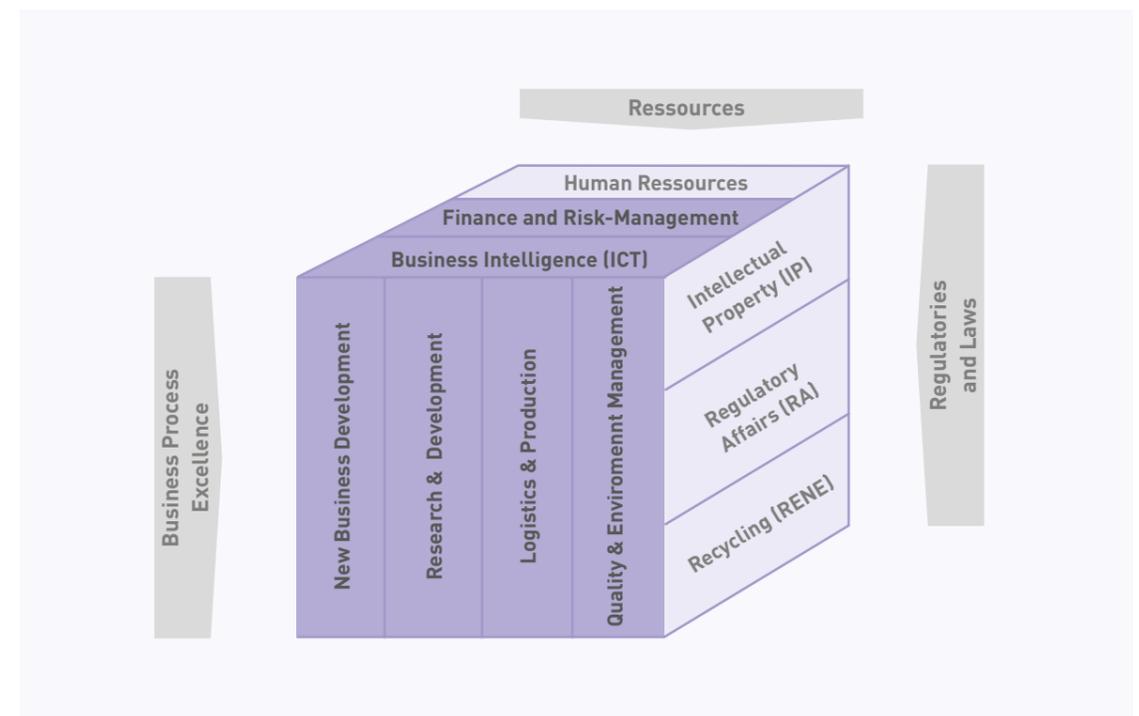
In the first workshop, experts presented on BVG systems and the consequences of the recent referendum. The participants contributed with questions around various issues. Recruitment with social media and use of applicant tools were the focus of the second workshop. Experience was exchanged in lively discussion among the participants, which, together with the presentation of the tools, led to some interesting and practical solutions. In the third workshop, the new data protection regulation and its effects on employment law was presented by the head of the HR Expert Group. After the presentation, participants discussed various questions and shared best practices.

The activities of the HR Expert Group described 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

2.4 Commercial Cooperation



2.4.1 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 check list
- Increasing the communication culture to anticipate potential conflicts

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

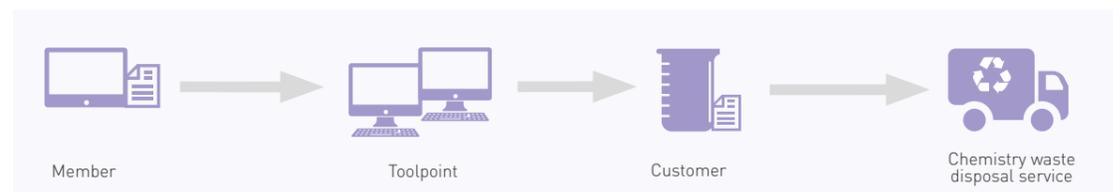
- Design of purchasing process for secured IP area
- Obstruction of competitors in the patenting process
- Official registration of products for US patents – practical implementation for OEM devices
- Documentation of long-standing expertise in the patent department
- Working meeting
- Copyright law and inventions
- IP and tax

2.4.2 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 of 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 gets in touch with 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.



2.4.3 QARA Expert Group

Will be continued in 2019

2.4.4 Intellectual Property (IP) Support

Starting point:

Toolpoint began its work in this area with the presentation on "IP in the company" at the General Assembly on 1 June 2018 .

The goal of this presentation was to raise awareness of intellectual property for SMEs and identify the risks that can arise when IP is ignored.

Concept:

A conceptual plan for Toolpoint members was introduced and discussed in the presentation. This included offers for Toolpoint members for IP consulting. IP consulting is provided by and may be funded by Toolpoint, depending on the status of the membership.

Outcome in 2018:

IP knowledge extension and prevention of negative situations for SMEs was used by four members (Helbling, Aurovis, Modeso and Insphero). The offering from Toolpoint is already being seen as added value by SMEs upfront.

Next steps for 2019:

Toolpoint is aiming to increase awareness of IP among Toolpoint members via its website.

Based on the experience of the four SMEs, in future it will show the added value of intellectual property for Toolpoint members and outline cost savings.

2.5. Policy Action

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

The Regulatory Affairs Expert Group meets as required when there are important issues to be discussed. In general, this is in response to new regulations or for 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.

2.6 Cluster Expansion

2.6.1 Members

The members are divided into the following groups:

- Premium Member
- Basic Member
- Start-Up Member
- SE (small enterprise)

Members with up to 25 employees and < 5 million in annual revenue

- Key Opinion Leader
- Partner

Costs of Member 2018

Membership	Premium Member CHF 1,500.00	Basic Member CHF 500.00	Start-Up CHF 500.00	Up to 25 employees Sales <5 Mio. CHF 2,500.00	Key Opinion Leader (KOL) CHF 2,500.00
The Management Fee includes Services as follows:	All Incl.	Not all Incl.	Not all Incl.	Not all Incl.	Not all Incl.
Website incl. content management	✓	✓	✓	✓	✓
Extranet	✓	✓	✓	✓	✓
Toolpoint-Newsletter (2 x per 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	✓	✓	✓	✓	✓
Communication, PR	✓	✓	✓	✓	✓
Marketing	✓	✓	✓	✓	✓
Annual Report	✓	✓	✓	✓	✓
Booklet "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
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 250.00	CHF 250.00	CHF 250.00	CHF 250.00
Swiss Symposium on Lab Automation	✓	✓	✓	✓	✓
SFF, AWIT with a member, Zoom-Meeting	✓	✓	✓	✓	✓
Initial IP consultation	✓	✓	✓	✓	Not incl.
Expert-Group IP	✓	CHF 500.00	✓	✓	✓
Expert-Group RA	✓	CHF 250.00	✓	CHF 250.00	CHF 250.00
Expert-Group HR	✓	CHF 500.00	CHF 500.00	CHF 500.00	CHF 500.00
RD/IS RecyclingService "RENE"	✓	CHF 750.00	CHF 750.00	CHF 750.00	CHF 750.00
Information Management	✓	✓	✓	✓	✓
Cluster Management	✓	✓	✓	✓	✓
Lobbying	✓	✓	✓	✓	✓
Networking	✓	✓	✓	✓	✓
Who's Who	✓	✓	✓	✓	✓
Dialogue with clusters in Switzerland and abroad	✓	✓	✓	✓	✓

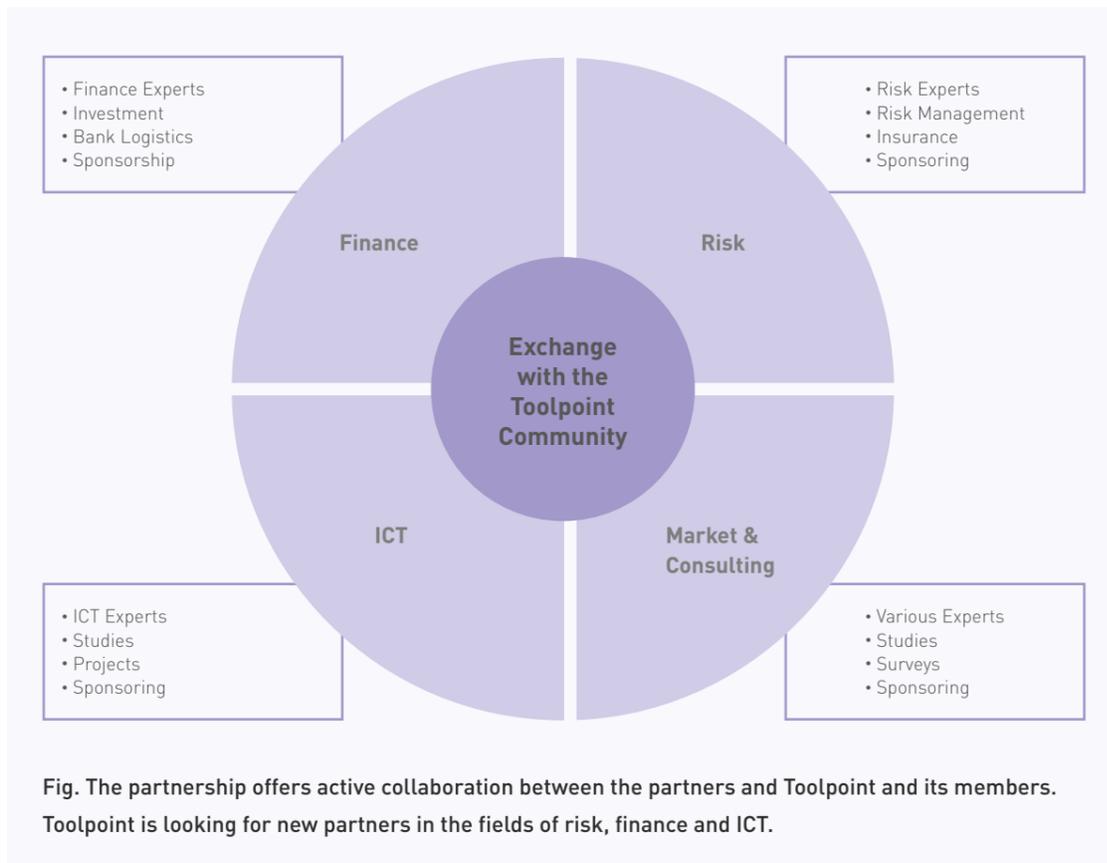
Key:
 per event
 per year
 per person
 first person free, then CHF 250 per person

The cost model is as follows:

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

2.6.2 Partners

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



Current Partners:



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 Switzerland is the leading audit and advisory company in Switzerland. As an independent member of the international PwC network, we help organisations and individuals 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 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

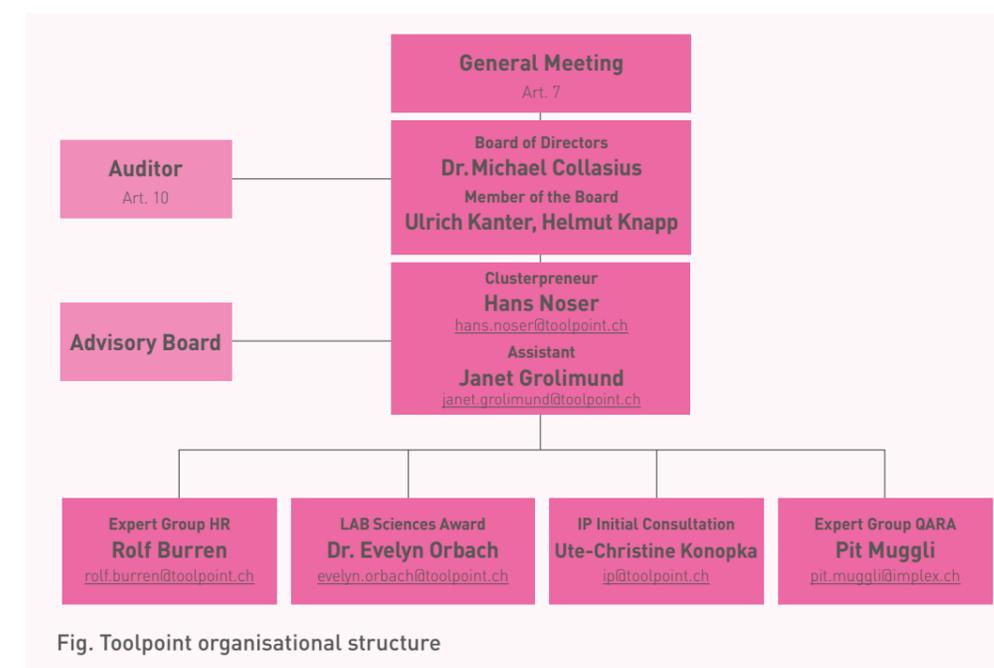
Danielle Spichiger, Cantonal Office for Economic Development and Labour
 Professor Peter Ryser, EPFL, Dr Philippe Steiert, CSEM

Accounting

Unitreva AG

Auditors

Treucontrol AG



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

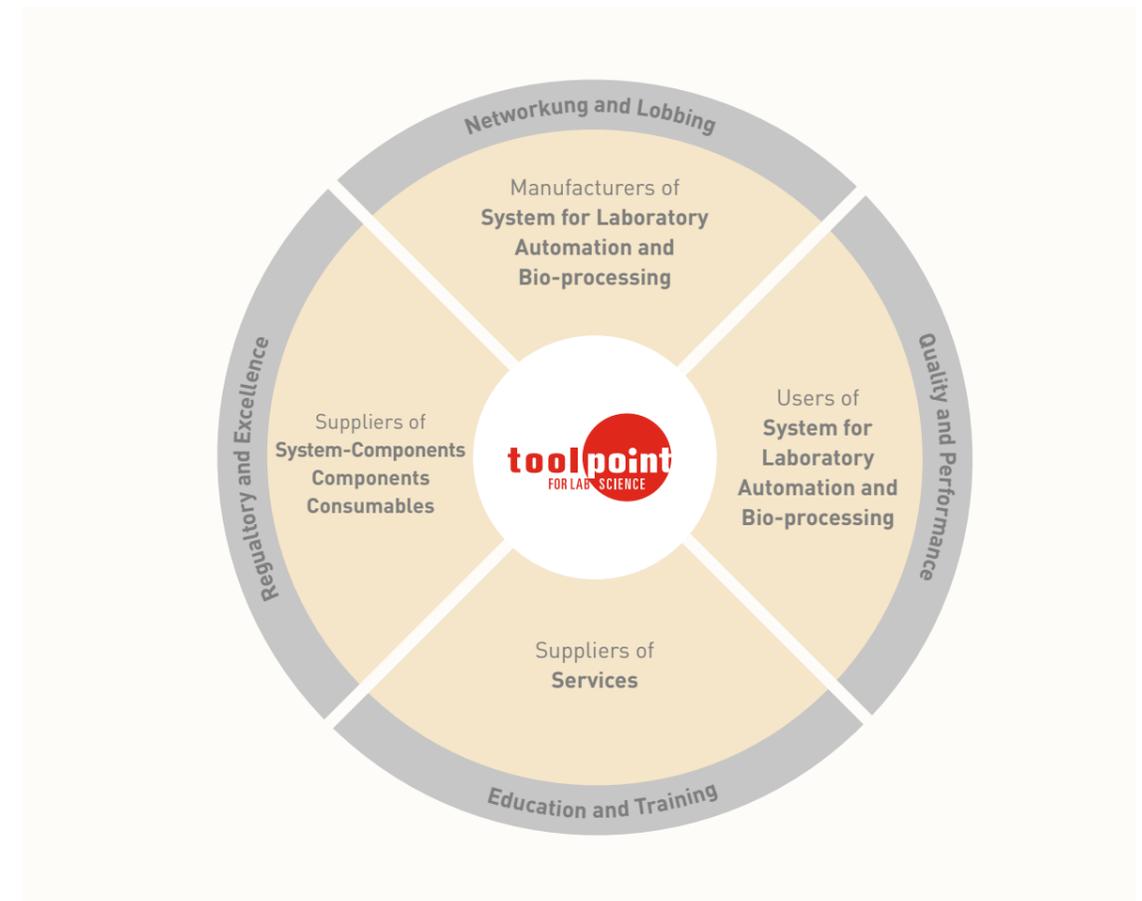
» **Audit Report 2018: Toolpoint for Lab Science**



5

Outlook

The Toolpoint network will increase its collaboration with neighbouring clusters and organisations in 2019. 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 2019 to create sustainable benefits for all participants.





Layout and production

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