

toolpoint
FOR LAB SCIENCE

Toolpoint Services

What you give
is
what you get!



www.toolpoint.ch

Website/extranet including content management

Service: Website maintenance and updates in the form of news and events
Member publication info
Annual calendar
Extranet ONLY for members with secure file storage

Benefits: Information for and about the members is available on the website, info to download, presentations, studies, minutes and expert topics are on the extranet as well as a [careers](#) section

Cost: Included in the membership fee

Toolpoint newsletter

Service: News about our members is sent out twice a year to approx. 750 email addresses (source: Toolpoint database) and on LinkedIn (10'000 Follower)

Benefits: Many companies receive the latest news from our members; the newsletter reaches a wide audience in the industry and at universities and research institutes

Cost: Premium/Start-ups Included in the membership fee
Basic and SMEs SFr. 400 per newsletter



Career job search platform

Service: Publication of positions wanted on the website in the [careers](#) section. Members can create the adverts themselves

Benefits: With Toolpoint's role as a cluster for the lab automation industry, the careers section on the Toolpoint website is a unique platform for the targeted search for specialists and includes links to LinkedIn and Xing

Cost: Premium/Start-ups Included in the membership fee
Basic and SMEs SFr. 500 per year

Social media

Service: Posting of news, events and information on Xing, LinkedIn etc. Dialogue with experts e. g. via blogs, links to Xing and LinkedIn from the Toolpoint [careers](#) section

Benefits: Extending personal and company networks, increasing exposure at national and international level

Cost: Included in the membership fee

Communications, PR

Service: Mentions/articles about Toolpoint in newspapers,
trade journals, new media
Collaboration with clusters in Switzerland and abroad

Benefits: Increased visibility and awareness of
Toolpoint members

Cost: Included in the membership fee

Marketing

Service: Various articles on visibility, advertising via banners on partner websites, Toolpoint as a partner for events

Benefits: Increased awareness of Toolpoint and thus also its members

Cost: Included in the membership fee

Annual report

Service: Information on business developments and activities during the past year, including annual financial statements, balance sheet and income statement

Benefits: Transparent record-keeping, review of the financial year, source of information on the various activities

Cost: Included in the membership fee

Brochure: Toolpoint for Lab Science

Service: Brochure with company profile and careers info on 2 pages in 4C
Professionally developed by an advertising agency
Print run: approx. 1,000 copies

Benefits: Professional brochure for each member at very low cost

Cost: Premium/Start-ups Included in the membership fee
Basic and SMEs SFr. 500 per edition

Administration

Service: Communication/information via email, internet, mail
Accounting, planning, organisation, running of events, support, maintenance of address database and website
Administration and maintenance of the association
Information on a range of topics

Benefits: The members can contact the administration with questions or suggestions at any time

Cost: Included in the membership fee

Toolpoint meets Academia

Service: Arranging contacts in industry and universities
Placements for CTI projects, diploma theses, studies
E.g. the [SWISS AUTOMATION](#)

Benefits: Thanks to our broad network of contacts, Toolpoint members can be put in touch with the right people. This can save time and money

Cost:	Premium:	Included in the membership fee
	Basic, SMEs and Start-ups	SFr. 2,000 per placement

Toolpoint Annual Meeting

Service: The Annual General Meeting takes place within 6 months from the conclusion of business. The details of the previous financial year including figures and the objectives of the next financial year are presented to the members.

Elections are held for the board of directors, senior management and the admission of new members.

Benefits: Active participation in the AGM enables members to influence the upcoming financial year.

Cost: Included in the membership fee

Toolpoint T-Tip

Service: Information event/guided tour together with Toolpoint and a member or external company

Benefits: Excellent opportunities for members to visit a company that is otherwise inaccessible to the public.
Information exchange, networking

Cost: Premium/Start-ups Included in the membership fee
Basic and SMEs SFr. 450 per participant

Lab Tech meets Pharma

Service: Dialogue on developments in the lab tech environment and application projects in the pharmaceutical sector. Lab specialists meet with lab equipment manufacturers to exchange ideas for the future. Users of lab technology meet to discuss ideas

Benefits: Unique dialogue between lab tech and major pharma companies such as Novartis, Roche, Actelion etc.

Cost:	Premium:	Included in the membership fee
	Basic and SMEs	SFr. 1,000 per participant
	Start-ups	SFr. 500 per participant

Focus Days

Service: Expert dialogue on various current topics such as ISO 13485, Industry 4.0 etc.

Benefits: Specialist information from the experts, practical examples, discussion of problems and risks

Cost:	Premium:	Included in the membership fee
	Basic and SMEs	SFr. 500 per participant
	Start-ups	SFr. 250 per participant

Top of Toolpoint CEO Event

Service: Exclusive event for our members' C-level employees
Presentations on hot top topics
in the industry

Benefits: Top-class speakers in a sophisticated environment
followed by networking

Cost: Premium: Included in the membership fee
Basic and Start-ups* Included in the membership fee
SMEs SFr. 250 per participant

*first participant free of charge, each additional
participant SFr. 250

SF, AWT with a member, WebEX

Service: Fora or talks on one of our members' hot topics or on an interesting topic in the sector

Benefits: Direct access to news and expertise, opportunity to ask questions and discuss the topic, networking

Cost: Included in the membership fee

IP Expert Group

Service: Meetings, workshops and dialogue with experts on the topic of IP

Benefits: Discussion between experts on specific topics such as patent rights, IP organisation within the company, patent trolls, trademark protection, etc.

Cost: Premium, SMEs and Start-ups
SMEs

Included in the membership fee
SFr. 500 per participant

Initial IP consultation by Dr Ute-Christine Konopka, www.thinksafe.ch

Send your question about patents, trademark protection, licenses, etc.
to ip@toolpoint.ch

You will receive an answer within 10 working days (excluding holidays/leave)

You will receive initial feedback within 48 hours

Depending on your membership status, you may have a number of hours of credit for the initial consultation:

Premium membership	4 hours
Basic membership	3 hours
Start-up membership	3 hours
<25 employees, or 5 million turnover membership	2 hours
Key opinion leader	no credit

The initial IP consultation service is included in the membership fee.

The hours of credit are valid for one year membership and expire at the end of the year.

Members will be made aware of the cost of further services once the credit has been used up. Each additional hour of consultation costs Sfr. 250.00.



Partner:



Kanton Zürich
Volkswirtschaftsdirektion
Amt für Wirtschaft und Arbeit



RA Expert Group

Service: Meetings, workshops and dialogue with experts on the topic of RA

Benefits: Discussion between experts on specific topics such as authorisation and the creation and maintenance of the corresponding documents

Cost: Premium and Start-ups Included in the membership fee
Basic, SMEs SFr. 250 per participant

HR Expert Group

Service: Meetings, workshops and dialogue with experts on the topic of HR

Benefits: Discussion between experts on specific topics relating to human resources in Switzerland

Cost: Premium: Included in the membership fee
Basic, SMEs, Start-ups SFr. 250 per participant

RENE recycling service for Europe

Service: Recycling and disposal of contaminated equipment in Switzerland and abroad as per directives: WEEE 2012/19/EU, RoHS 2011/65/EU (RoHS 2), 1906/2007 REACH, EuP 2009/125/EG, 2005/20/EG (packaging), 2008/103/EG (batteries)

Benefits: Toolpoint has been working together with RENE for many years. Members can use the recycling form on the Toolpoint website, with no additional administrative or organisational work required.

Cost: Premium: Included in the membership fee
Basic, SMEs, Start-ups* SFr. 750 per order

*Costs exclude disposal, taxes and permits

Information management

Service: Planning, designing, monitoring and controlling information and communication from the Executive Board and senior management to achieve strategic objectives
Sharing important information on laboratory technology
Information on events run by allied clusters

Benefits: Members can save time and money thanks to Toolpoint's organisation, information, communications and expertise

Cost: Included in the membership fee

Cluster management

Service: Setting up innovative projects as part of cross-border or international competence centres, developing and managing these and creating synergies between companies, universities, research centres and the Federal Administration
Discussions with members and networking around common interests

Benefits: Participation in new projects and research, work on new products

Cost: Included in the membership fee

Lobbying

Service: Representation of interests through maintenance of connections in politics, business and society

Benefits: Major benefit for members thanks to extensive networks of board members and senior managers

Cost: Included in the membership fee

Networking

Service: Development and maintenance of professional contacts through events with members, contacts in industry and research institutions

Benefits: Expansion of the Toolpoint network – new members, setting up new projects, invitations to exclusive events

Cost: Included in the membership fee



Who is who

Service: Information on experts, speakers, universities and research centres and personal introductions

Benefits: Provision of exclusive services to members

Cost: Included in the membership fee



Dialogue with clusters in Switzerland and abroad

Service: Overview of the cluster scene in Switzerland ([Swiss Medtech Cluster](#), [Swiss Biotech Association](#), [Life Science Zurich](#) etc.), Europe ([Spectaris](#), [BioRegio STERN](#), [BioLago](#), [Bayern Innovativ](#) etc.) and the US ([ALDA](#))

Benefits: Harnessing synergies, organising partner events

Cost: Included in the membership fee