



Annual Report 2013

Enhancing Lab Science



Contents

1. ■ New Strategy, Vision and Mission

2. ■ Highlights of the Year

3. ■ Information on Fields of Application

3.1 ■ Innovation and Technology

- 3.1.1 Roadmap team, new Window of the Future
- 3.1.2 Current technology projects
- 3.1.3 Further activities
- 3.1.4 SiLA
- 3.1.5 T-TIP
- 3.1.6 Scientific forum
- 3.1.7 ICT After Work Talks

3.2 ■ Networking

- 3.2.1 Participation by Toolpoint at MipTec
- 3.2.2 Poster Award by Toolpoint
- 3.2.3 Bachelor-Award sponsored by the Veronika & Hugo-Bohny-Foundation
- 3.2.4 CEO Event
- 3.2.5 Sauber Event – 10 years Toolpoint
- 3.2.6 Life Science Zurich
- 3.2.7 ELRIG
- 3.2.8 SBA

3.3 ■ Education

- 3.3.1 Human Resources Expert Group
- 3.3.2 Recruiting of Talent from Academia
- 3.3.3 Remote Service Forum 2013
- 3.3.4 Apprenticeship Promotion

3.4 ■ Commercial Collaboration

- 3.4.1 Intellectual Property Expert Group
- 3.4.2 Chemical Waste Disposal Service
- 3.4.3 Supply Chain Management Expert Group
- 3.4.4 Innovation Management Expert Group

3.5 ■ Policy Action

- 3.5.1 Representation of Interests for the Sector

3.6 ■ Cluster Expansion

- 3.6.1 Members
- 3.6.2 Partners

4. ■ Organization

5. ■ Financial Report

6. ■ Outlook

1

New Strategy, Vision and Mission

At the beginning of the business year, Toolpoint conducted a broadly-based survey of its members. A significant number of our members participated. We received a response from over 35% of those who were surveyed; a lot for a survey. Thank you very much.

The survey revealed that networking events such as the Swiss Symposium in Lab Automation or the C-Level event Top of Toolpoint are the real frontrunners. The members have shown less interest in various specialist group activities. However, this must be attributed to the fact that the corresponding specialists had responded to these issues. The number of these responses was small in relation to the number of those surveyed. We used the survey and the fact that we received no further support from the WTT in 2013 as an opportunity to develop a new strategy, vision and mission. Details of the vision and mission can be found on page 8 in this report.

At the Annual General Meeting in the spring we decided to give Toolpoint an even sharper focus. Instead of Toolpoint for Life Science, we focused on Toolpoint for Lab Science. This was a necessary step because we are increasingly finding that our laboratory environment is being equated with MedTech or BioTech. If we take a closer look at these areas we see that the area of laboratory technology occupies a marginal position in these fields and is declining in the numerous other areas. Focus is important for a network to be effective, that's why we decided to take this step.

The Toolpoint Team

2

Highlights of the year

Expansion of Toolpoint's area of activity

Toolpoint intends to become the network for the laboratory technology industry in Switzerland and neighbouring countries. Toolpoint is unique in Central Europe and has a track record of success in networking activities.

The aim is to provide our members with an interchange for all aspects of laboratory technology. In addition to Swiss companies we are looking to attract companies in southern Germany for our network.

Toolpoint reached its 10th birthday in 2013

Toolpoint reached its 10th anniversary in 2013 and this was celebrated through various events.

The main event was the C-Level event Top of Toolpoint in June. Mr Stocker, Member of the Governing Council, brought us a greetings message from the Canton of Zurich. He noted that our industry plays an important role in the canton of Zurich. With a small number of members we visited the Sauber Formula 1 Racing Team in Hinwil. We had the opportunity to see a high-tech company which is based not far from our headquarters in Hombrechtikon and has already achieved a number of successes in the world of motor sports.

New members

During this business year, Toolpoint expanded its membership with three new companies: konplan systemhaus ag (Rotkreuz), Robert Bosch GmbH (Waiblingen Ger) and Zollner Electronics GmbH (Hombrechtikon). The following companies resigned their membership during the year: Ascomp, Xiril (fusion with Sias), Andrew Alliance, Ditabis, Komax and Xavo Systems.

Apprenticeship promotion program shows continued success

Toolpoint helped to establish new apprenticeship positions by supporting and guiding the apprenticeship promotion office. The office aims to support apprenticeships in eight towns in the region of Meilen. Thanks to its efforts 16 new apprenticeship positions were established this year.

Second year of the Remote Services Forum

For the second time Toolpoint organized the Remote Services Forum in Switzerland in collaboration with the German company Karl-Heinz Sauter Services and Consulting GmbH. The Remote Services Technologies are deployed in the field of service and quality and help to control products more efficiently and deliver services to clients.

Second Time Bachelor Award

In collaboration with the Veronika and Hugo Bohny Foundation Toolpoint gives awards, for the best bachelor theses which are compiled between academic institutions and industry and focus on a life sciences topic. Three students were awarded a prize at the second ceremony at MipTec in Basel.

Toolpoint expands its area of activity to the region of Southern Germany

There are a number of companies in Southern Germany engaged in laboratory science. We have taken the decision to search the border areas for members who will fit into our network. We gave our organization the following vision and mission:

Vision

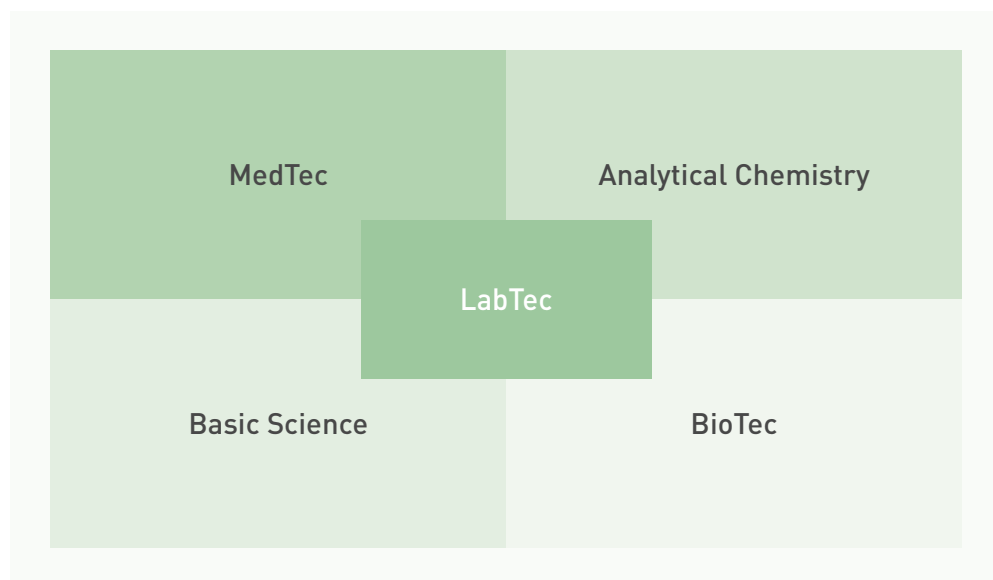
- We are the leading, standards- setting cluster in laboratory science enhancing the capabilities of our members to deliver workflow solutions for enhanced productivity and improved outcomes to their customers.

Mission

- The members of Toolpoint are located in Europe, providing automated solutions, instruments, IT and services to a broad range of customers, including the agro, biotech, chemical, cosmetic, food and pharmaceutical industry, analytical, clinical, environmental and forensic laboratories and scientific institutions.
- To realize our mission we identify individual member's needs in face to face talks, initiate common projects based on a defined innovation process, organize scientific and technical forums, expert groups and networking events at all levels.
- We will also support an innovation culture through active engagement in an open dialogue with markets authorities, political institutions and the public to increase visibility and understanding of the solutions delivered and the resulting benefit for society with the goal of enhancing trust in innovations.

Focusing of Toolpoint's activities on the area of Lab Science

The Toolpoint network is focused on the topic of laboratory equipment. Laboratory equipment is needed in medical technology, pharmaceuticals in biotech labs and in analytical chemistry. As such, an orientation towards biotechnology or medical technology would never cover our entire range of services. For this reason we have decided to turn Toolpoint for Life Science into Toolpoint for Lab Science . This will enable us to establish a clear focus for our network.



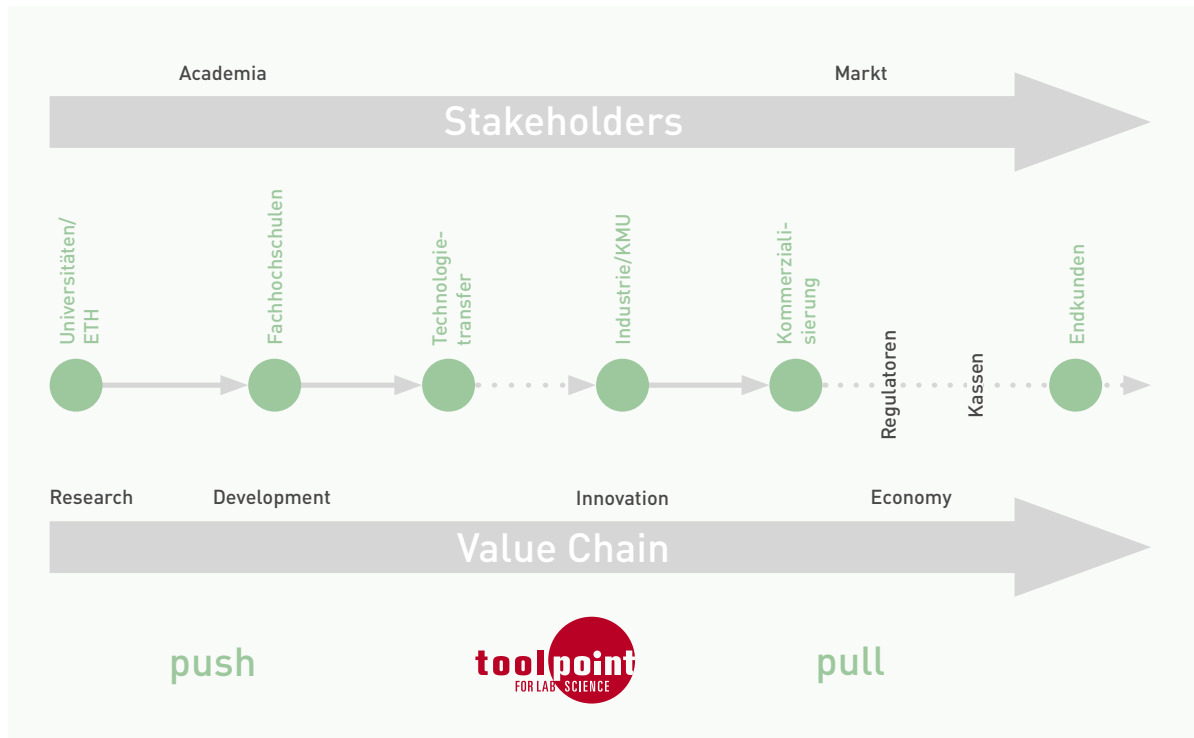
Revision of the Toolpoint roadmap

In September 2013 Toolpoint held a workshop on the theme of the future. We defined a number of themed areas that we would like to revise on a joint basis. These activities led to the creation of the Window of the Future Project which we want to address in 2014 in order to sharpen our focus in the future.



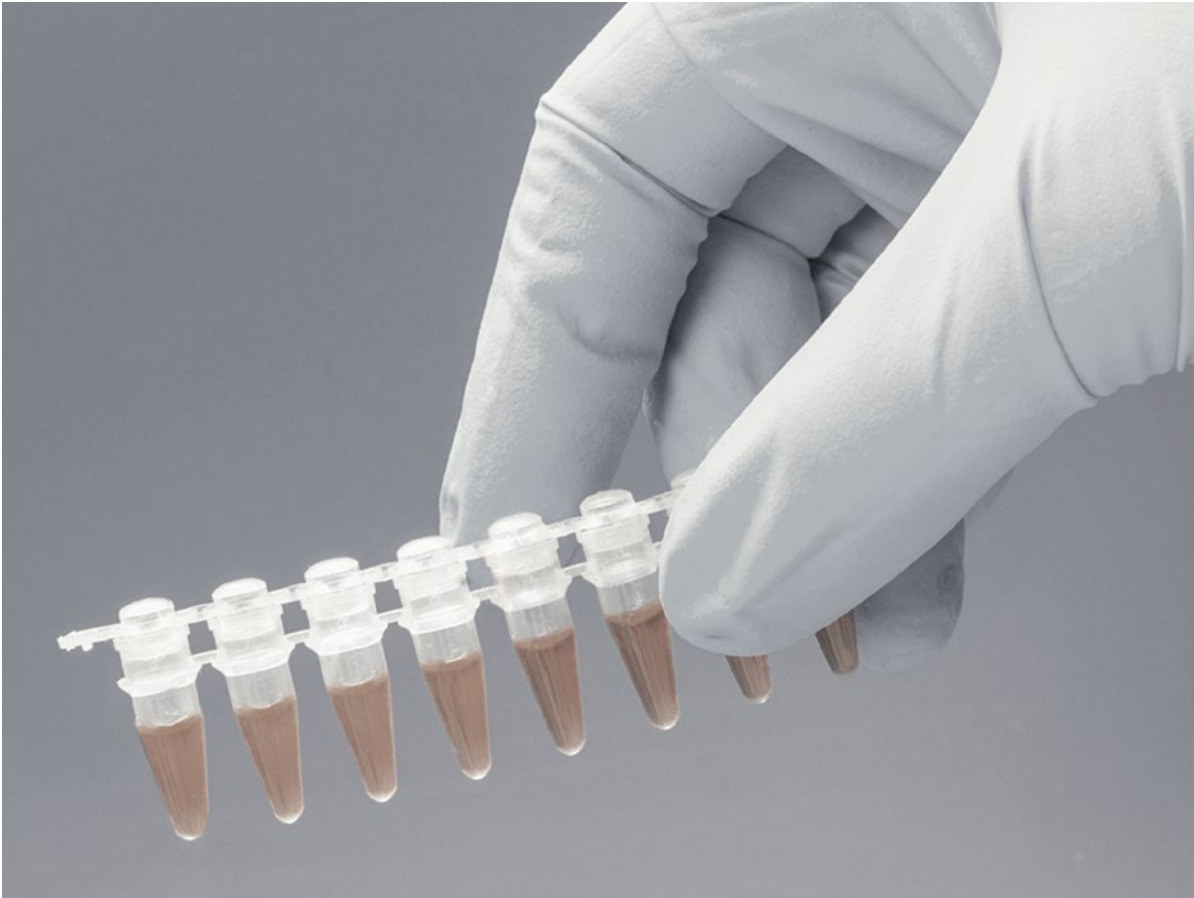
Fig. Toolpoint members 2013

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 different 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 endeavor to identify common topics and implement them together with our members. This led for example to www.sila-standard.org or the "Development of Standard Test Procedures for Quantifying Carry Over from Fixed Pipetting Tips in Liquid-Handling Systems".





3

Information on Fields of Application

Toolpoint's activities and services can be divided into six so-called fields of application.

These correspond to the structure used in cluster theory:

- 3.1 Innovation and Technology
- 3.2 Networking
- 3.3 Education/Human Resources
- 3.4 Commercial Collaboration
- 3.5 Policy Action
- 3.6 Cluster Expansion



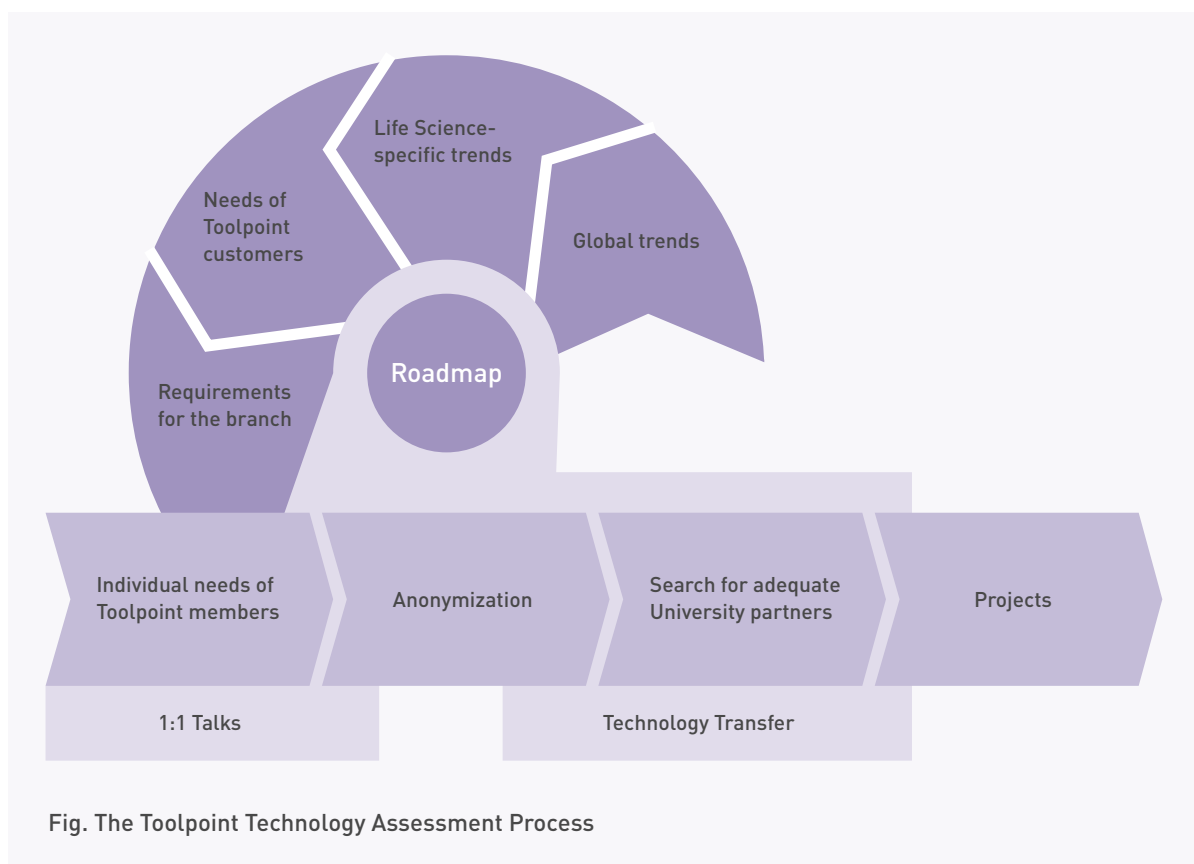
3.1 Innovation and technology

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 the Roadmap Team (RMT) were then consolidated and presented anonymously to the member companies. Common denominators emerge 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 roadmap is being revised. This document might then be given a different name. However, the results of the roadmap revision will once again be the drivers for any potential joint projects.

Unfortunately we have not been promised any additional resources from the KTI in support of these project activities. Laboratory science will therefore have to provide its own financing for its project activities and the entire Scouting technology.

The process is shown schematically in the diagram below:



3.1.1 Roadmap team, new Window of the Future

What will laboratory science look like in 2025? What will be the needs of clients and the general public?? We examined this question during a roundtable in 2013. In 2014 we want to look ahead to the future and update the knowledge from the old roadmap.

3.1.2 Current technology projects (overview)

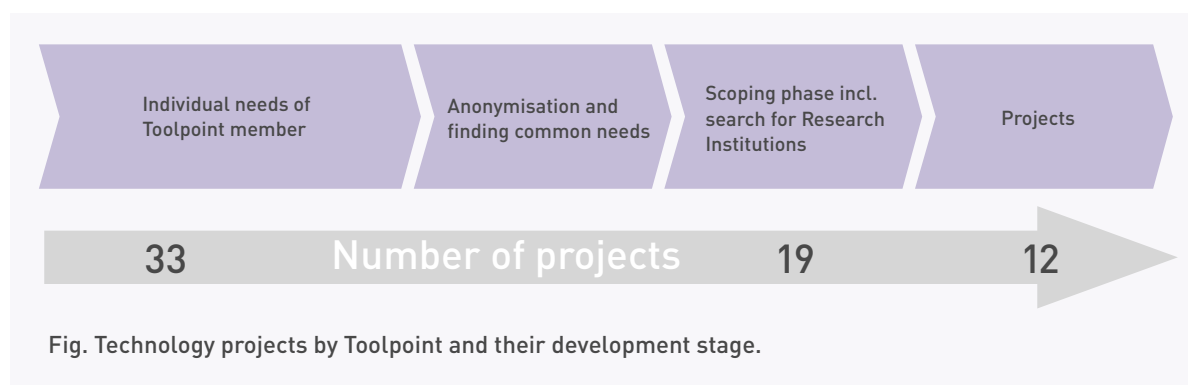
Numerous projects since the founding of Toolpoint

Since the founding of Toolpoint, 33 projects have been carried out in relation to the Toolpoint activities.

After the process of evaluation by our members, 19 of these projects were converted to the scoping phase. 12 projects were considered to have no possibility of being completed successfully.

2 Projects are on going in between the scopingphase and the Projectphase.

The reasons why 5 projects were eliminated between the scoping phase and project phase are as follows: 1 project became integrated into another project, 1 project was considered to be too competitive and 3 projects are on hold.



3.1.3 Further activities:

Symposium Lab Automation (at the ILT in Rapperswil) (Toolpoint meets academic institutions)

The Swiss Symposium on Lab Automation, organized by the Institute for Lab Technology (ITL), took place at Rapperswil College on March 27th. The Symposium offered specialists from the fields of instrumentation and automation an excellent platform for knowledge exchange as well as the opportunity to meet potential cooperation partners.

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

Technical presentations by experts from the field and numerous examples of successful cooperation between industry and academic institutions constituted the core of the symposium. On numerous occasions, the importance of a properly -functioning network was brought to the attention of the participants, whereby Toolpoint Cluster received repeated praise for its crucial contributions.

IVD Industry Connectivity Consortium (IICC):

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

SystemsX.ch

Toolpoint is still in contact with SystemsX. There were no corporate activities in 2013.

Toolpoint acknowledges that the system biological approach of 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/academic institutions: identifying expertise available within the industry and potential future partners for joint projects;

For both: pioneering novel 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 could be of interest to our members.

3.1.4 SiLA

The SiLA consortium for Standardization in Lab Automation develops and introduces new interface and data management standards allowing rapid integration of lab automation systems. SiLA is a not-for-profit membership, originally founded by Toolpoint in 2009 and since 2012 a fully independent organization. SiLA provides for interoperability, flexibility and resource optimization based on standardized communication protocols and content specifications as well as cost effective integration and exchange of intelligent systems. The SiLA core concept is based on Web Services (SOAP, WSDL, XML), TCP/IP and Ethernet.

In 2013, SiLA established a certification process for standardized lab equipment through the help of the SiLA members. The certification process will continue to be developed.



Another key achievement in 2013 was the reduction in the cost and time in the process of complete DNA sequencing. In 2001 it took 2 years, costing 10'000'000 EUR. In 2009 it took 1 week, costing 10'000 EUR. In 2013 it takes just 10 minutes, costing 1'000 EUR!

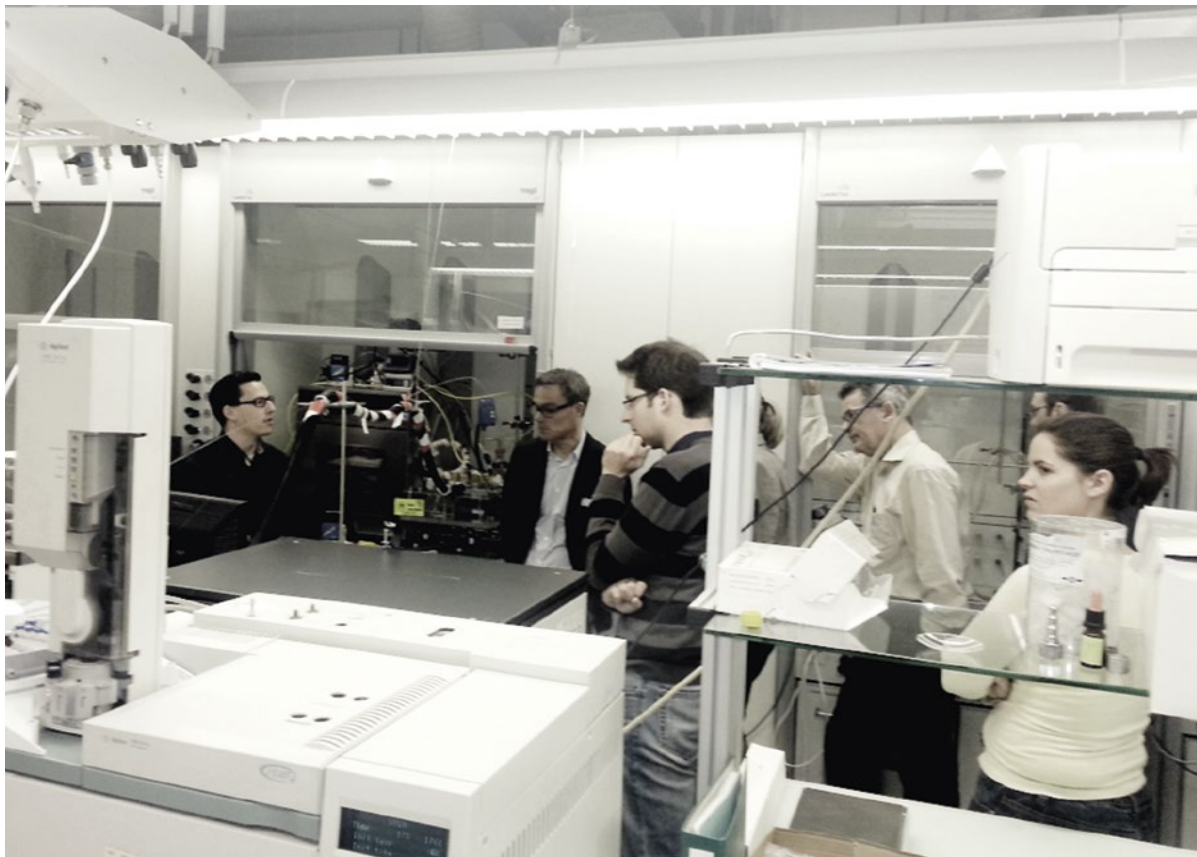
Further highlights of SiLA:

- Evolution of Science and Future Targets
- Lab Automation targets for Quality!
- New Members acquired
- Exhibition at MipTec2013
- Industry Symposium at MipTech2013
- Driver Information Platform official presentation
- Labware Match and Specification official version
- Data Capture Specification official version
- PMS WorkGroup update
- Pipettor WorkGroup update

Further information at www.sila-standard.org

3.1.5 Toolpoint Technology Information Platform (T-TIP)

On March 7th, Toolpoint was invited to ZHAW of Life Sciences in Wädenswil where we gained an insight into the performance and laboratories of this institution. Projects in the field of measurement instrumentation and automation were shown.



3.1.6 Scientific forums

Toolpoint plans two to four Scientific Forums per year at which speakers, selected from among customers, universities, network partners and other exponents from the field of technology, give presentations on current topics in the field of Life Science.

The event is traditionally held in the Hombrechtikon community hall and culminates with drinks. Depending on the topic it is geared towards the following employees of Toolpoint member companies: R&D departments, production or division managers.

The Scientific Forums are sponsored by:



Office for Economy and Labour of the Canton of Zurich

Economic Development

22.04.2013: Sustainability for innovation using the example of an SME

Erwin Oberhänsli (Ing. HTL/FH), manager and representative for sustainable issues, presented an opportunity for companies to differentiate themselves from others in the same sector through concern for environmental issues. Using the example of a printing company, he showed how manufacturing costs can be reduced and new clients found by caring for the natural environment.



03.06.2013: Data mining and handling large data volumes

Learning patterns in data require the extraction of interesting and statistically significant regularities in (large) data sets, e.g. staining patterns of cancer cells in tissue microarrays or abnormal brain activity in functional MRI data. The amount of information in the raw data stream, often comprising hundreds of gigabytes, is condensed into the final knowledge coded by a few kilobytes or less. This compression is intended to focus the information processing on those bits of information which answer relevant user specific questions. Machine learning provides a framework for extracting problem-specific information from large data streams, i.e., the essential bits for decision making. The effectiveness of a fundamental design concept was demonstrated by two medical data analysis projects, a cancer grading pipeline and fMRI data processing for schizophrenic disorders presented by Joachim M. Buhmann, Head of the Machine Learning Laboratory at ETH Zurich.

28.10.2013: Capillary electrophoresis

Capillary electrophoresis is an analytic separation method. Electrophoresis is known as the movement of electrified particles (ion) in a (mostly liquid) medium, influenced by an electric field.

Dr. Franka Kálmán from the University HES-SO Valais Wallis, Institution for Life Technologies, is an expert on this topic. She gave us an insight into her work and presented the latest research on electrophoresis at the last Scientific Forum 2013.



After work talks

Staged three to five times a year, ICT After Work Talks are targeted at development engineers within the member companies who specialize in software or system engineering. Discussions focus on Life Science topics in the field of information and communications technology (ICT). Depending on the topic, the presenting participants may be members, other cooperating clusters, or enterprises with a track record of interesting applications.

25.02.2013: Bio industry of Tomorrow

Biotechnology, as one of the key technologies of the 21st century, is the basis for the production of numerous pharmaceutical products, industrial biocatalysts and fine chemicals. It is expected that in 2030 one third of the world wide industrial production will originate from biotechnological processes. The biggest challenge to achieving the demanding aims lies in the reduction of the development time and costs for new bioprocesses. The speaker, Liên Thai, focused her presentation on opportunities and risks, social media and how to approach social media-strategies.



This After Work presentation, given held by Stefan Angele of infoteam Software AG, provided an overview of the basic features on iLAB as well as of its open architecture that is designed to be flexibly adapted to other application domains with similar requirements to AutoBIO.

26.06.2013: Presentation skills – Appearance!

Presentation! Affection!

Rolf W. Nievergelt, speech and sales coach, revealed the skills of presentation by talking about:

- media skills
- how to give convincing presentations
- how to overcome stage fright
- how to avoid mistakes

Problems, fears and ideas were discussed afterwards.



27.08.2013: Operating system: difficulty in selection

Computer systems used by the industry are often based on standard technology, even when the complexity of requirement increases. This also applies to the operating system.

The focus today is on using PC operating systems that bring us various advantages. The result is low cost and user knowledge through the popularity of PC operating systems. The only problem is: which is the best of the various operating systems to choose?

This presentation, given by Eduard Glatz from the HSR, dealt with the four modern operating systems which reveal the wide range of possible user application and originate from two system worlds: Windows (Microsoft Windows 8) and Unix (Mac OS X 10, Ubuntu Linux and Oracle Solaris 11).

**13.11.2013: SiLA – what's the latest news?**

Francisco Peralta of infoteam software Ag in Stäfa, informed the participants about the current work and involvement of SiLA during the year 2013. For more information see page 16 SiLA.



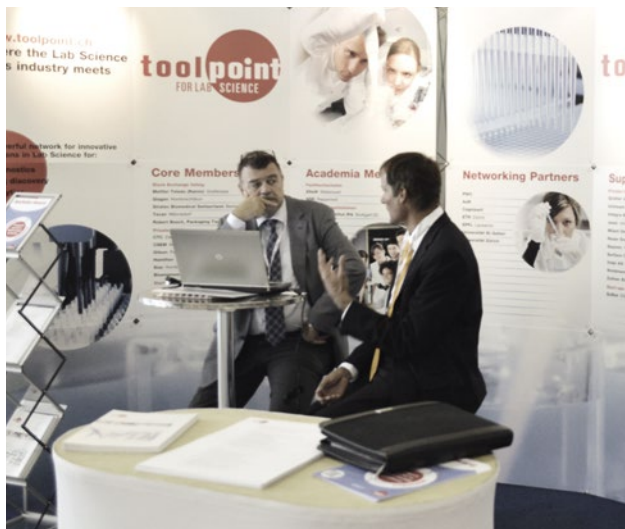
3.2 Networking

3.2.1 Participation of Toolpoint at MipTec

MipTec is Europe's leading event for Drug Discovery and Life Sciences Research and an excellent platform for Toolpoint to showcase itself. At the event, Toolpoint gave its first presentation of the Forum "Lab Sciences drive Drug Discovery".

MipTec was used as an opportunity to make new contacts and meet up with familiar Toolpoint members.

- Hamilton Bonaduz AG
- Infoteam Software AG
- Seyonic SA
- Integra Biosciences AG
- SiLA
- Tecan Group AG
- Weidmann Plastics Technology AG
- Xavo AG



3.2.2 Poster Award by Toolpoint

This year, the "Awards for Young Scientists" were also presented for the second time at the MipTec. The submitted posters were appraised and judged by an independent jury of professionals; the quality of the work was outstanding.

1st prize	poster by Jens Klein	€ 1,000
2nd prize	poster by Leif Kongskov Larsen	€ 500
3rd prize	poster by Koji Adachi	€ 200
3rd prize	poster by Claudia Agarinis	
3rd prize	poster by Florent Beaufile	
3rd prize	poster by Alexander Korostylev	
3rd prize	poster by Jennifer Ong	



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3.2.3 Bachelor-Award sponsored by the Veronika & Hugo-Bohny-Foundation

Press release

October 8, 2013, Communiqué

NTB graduates win the prize for best bachelor thesis in the field of life sciences. The bachelor graduates Jasmin Bamert and Rita Schlaginhaufen from the University of Applied Sciences and Technology NTB in Buchs (SG) landed 1st prize for their outstanding final project. They implemented a prototype of a multispot fluorescence sensor for determining oxygen concentration levels and temperatures of fluids and gases. As such, the graduates made a substantial contribution to process enhancement in the field of chemical analysis. The scientific award was granted by Toolpoint and the Hugo Bohny Foundation for the 2nd time and carries prize money of 8'000 SFR.

Caption (clockwise):
Jonas Amman; 3rd prize,
Daniel Zolliker and Bruno
Schmid; 2nd prize,
Hugo Bohny; member of
the panel and benefactor,
Rita Schlaginhaufen and
Jasmin Bamert; 1st prize,
Hans Noser, director
Toolpoint.



Jasmin Bamert (23) from Buchs and Rita Schlaginhaufen (24) from Frauenfeld conducted their Bachelor in Systems Engineering NTB, majoring in "technology and processes" (micro engineering). On behalf of Mettler-Toledo AG (MTPRO), a corporation which specializes in process analytical chemistry, they carried out their final project at the NTB in Buchs as well as at Mettler-Toledo in Urdorf. In doing so they developed a prototype of an innovative multi-spot fluorescence sensor for determining oxygen concentration levels and temperatures of fluids and gases based on the fluorescence measurement technique.

A major step towards a multi-fluorescence technique

When determining oxygen concentration levels using the fluorescence measurement technique, the temperature dependency of measuring signals plays an important role. To replace the conventional principle of temperature compensation via thermal elements, an innovative multi- spot sensor was developed within this final project. This sensor uses

two different fluorophores simultaneously, one for determining the oxygen concentration level and the other for temperature measurement. "A simultaneous, uniform stimulation and detection of both fluorophores is achieved using innovative optoelectronics and an innovative optics and packaging concept." The prizewinners explain. "This enables the fading of the fluorophores to be minimized and the signal efficiency increased. The concepts and optimizations formulated Mettler-Toledo to establish itself in the field of multispot fluorescence measuring"

The recognition means a lot to the two prizewinners since the award once again demonstrates the professionalism and qualification of young engineers in their final projects.

Rewarding of final projects as an incentive for trainees

The first rewards for outstanding final projects were presented in 2012 by Toolpoint, a non-profit organization in the life sciences tool sector, together with the Veronika and Hugo Bohny Foundation. The two young women Jasmin Bamert and Rita Schlaginhaufen received 4'000 SFR for their project "Developing a measuring unit for skin cancer analysis through active thermography". For landing 3rd prize Jonas Amman received 2'000 SFR for his project "Determination of glycidol fatty acid esters in cooking oil". The runner-up and second runner-up studied at the ZHAW Zurich University of Applied Sciences respectively at the FHNW University of Applied Sciences Northwest Switzerland in Muttens. Hugo Bohny, member of the jury, is impressed by the achievements of the graduates and underlines how important the work of trainees is for the life sciences sector. "We depend on the young generation. This award is intended not only to encourage students to maximize their performance but also to show the public just how diverse the life sciences sector can be".

The award presentation took place in the context of MipTec, the biggest European conference for drug research.

Veronika and Hugo Bohny Foundation

The Veronika and Hugo Bohny Foundation was established in 2008 by the pair of benefactor among other things to support entrepreneurial initiative and innovation. A prosperous economy depends on innovation and the basis of this innovation is found at the universities. During his professional career and as a risk capital pioneer in Switzerland, Hugo Bohny accompanied many business initiatives from the initial funding through to the successful establishment of companies in the market. The knowledge of the necessity of innovation and enterprise led the Foundation to support both at source, namely at the universities. Together with Toolpoint, an independent and established cluster in the field of life science, awards are presented for outstanding diploma theses which accelerate the transfer of knowledge and technology and consequently foster innovation.

3.2.4 CEO Event “Top of Toolpoint”

The CEO event took place on June 13th at the “Zunftthaus zur Waag” in Zurich. Several interesting speeches were given on the topic of “Top of Toolpoint”:

- **Mr. Ernst Stocker**, member of the governing council:
“Greatest growth of the sector in the Canton of Zurich”
- **Mr. Valentin Vogt**, president of the employers’ association:
“Outlook for n the job market and future challenges”
- **Mr. Mario Jenny**, head of Biotechnopark Zurich and Life Science Zurich Business Network:
“The excellent position of Europe”
- **Mr. Prof. Dr. Uebernickel**, University of St.Gallen:
“Methods of Design Thinking”

The round of presentations was followed by an apéro riche (buffet).





3.2.5 Sauber Event – 10 years Toolpoint

Toolpoint celebrated its tenth anniversary in 2013. Thanks to a few good contacts some of the guests were able to fulfill their boyhood dreams: in April 2013 a few members had the good fortune to visit the Sauber Formula 1 Racing Team in Hinwil. Because of the limited number of spaces available, invitations to this event were extended to the longest-serving and most loyal members.

3.2.6 Life Science Zurich

Life Science Zurich is a joint venture initiated by the University of Zurich and the ETH Zurich to promote Zurich as an international center for cutting-edge research, first class education and economic innovation in the field of the life sciences.

Life Science Zurich establishes cooperation networks that bring together the major stakeholders in academia, industry and the public sector. LSZ supports a strong and modern life science curriculum in primary and secondary education. LSZ aims to offer one of the best doctoral schools worldwide in the field of the life sciences, and to prepare young researchers to develop into tomorrow's leaders in life science research, industry and society. In addition, LSZ stimulates dialogue between academic institutions, the wider public and industry and creates an atmosphere of mutual understanding, respect and trust.

The network organized several events in 2013. Further activities and one major event are planned for 2014. The partnership with San Francisco will enable the exchange between the two areas in the network group. A partner event was staged on June 4 in San Francisco. Several individuals from the University and ETH traveled to San Francisco together with the President of the City of Zurich, Mrs. Corinne Mauch for an exchange of views and ideas with people from the network in San Francisco. A visit by the San Francisco delegation to Zurich is planned for one of the next few years.

3.2.7 ELRIG

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

3.2.8. SBA

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

3.3. Education

3.3.1 Human Resources expert group

The HR Expert Group met twice in this year to discuss and to defined the procedure for the main topic, the recruiting and the management of the Lab Science Candidates Pool.

At the ZHAW Graduation day, at the HSR Job market and at the ETH Polymesse the activities of the Toolpoint and the job opportunities within the lab science branch were presented to the graduates. On this occasion the email addresses of graduates and students were collected to build the basis of the candidate pool.

As a second step graduates and students were invited to join the Toolpoint group on the social media Platform XING. This allows the Human Ressource Managers of the Expert Group Members to get in touch directly with graduates and students.

Recruiting an Hochschulen

- Absolvententag Winterthur
- Stellenbörse Rapperswil
- Polymesse Zürich











Meanwhile contacts of more than 200 potential employees have been collected and maintained by Toolpoint.

Remote Service Forum 2013

A second Remote Service Forum was held in May 2013 through the collaboration with Toolpoint. This time a full-day workshop was added to the Forum. The workshops provided the opportunity to learn about the business models and the technologies Remote Service applications. The event in the SEEDAMM PLAZA in Pfäffikon attracted a great deal of interest.

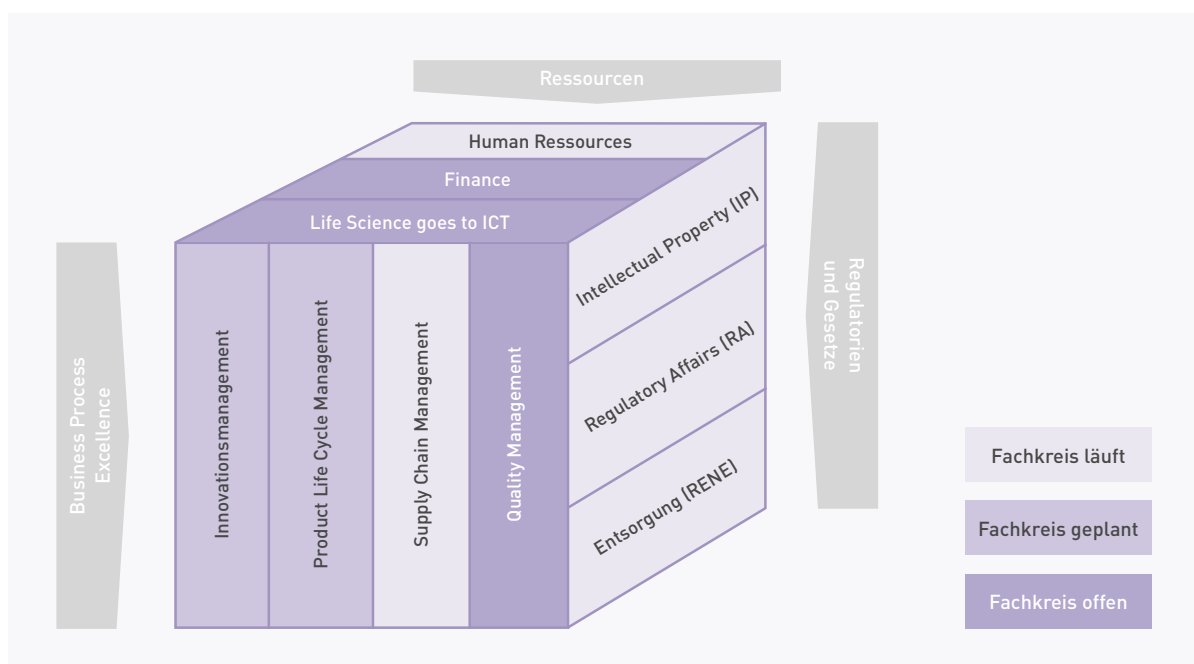
3.3.2 Apprenticeship promotion program in the district of Meilen

The "Apprenticeship promotion program in the district of Meilen" is supported by eight communities: Erlenbach, Herrliberg, Hombrechtikon, Küsnacht, Männedorf, Meilen, Stäfa, and Zumikon. Toolpoint can look back on another successful year. Over the last years, more than fifty new apprenticeships and numerous internship programs have been launched. We continued our presence in the local press with information about the project in order to raise the necessary awareness in the community and among potential apprenticeship companies. Toolpoint maintains a separate website for the apprenticeship promotion program (www.lehrstellenbezirkmeilen.ch) and supports Brigitte Böhi, the project leader and Beatrice Erne, her assistant, with management and communication services.

The apprenticeship promotion program in the district of Meilen created or reactivated 16 new apprenticeship positions in 2013, all of which have been taken up until summer 2013. The new project year (summer 2013 to summer 2014) has started positively. 7 new apprenticeship positions had already been created by the end of 2013 !

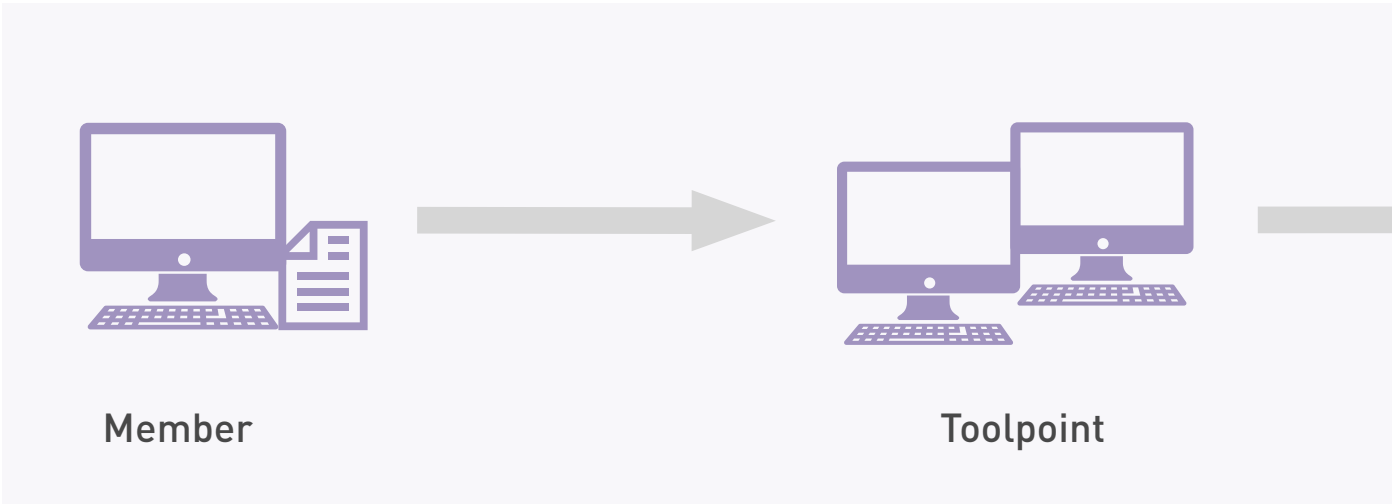
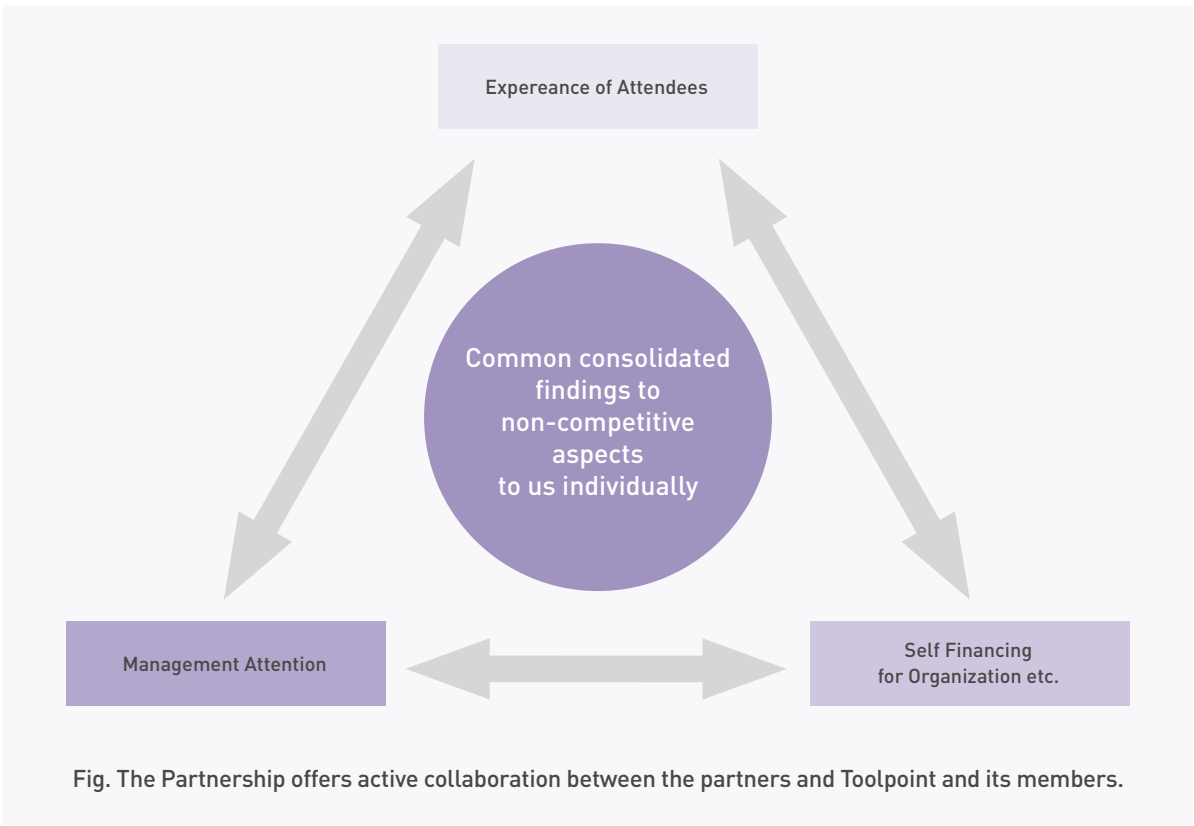
Occupational training is of huge interest to Toolpoint. As well as supporting the apprenticeship promotion program, Toolpoint also carries out public awareness training to ensure that enough talented young people choose an apprenticeship in our industry sector.

3.4 Commercial Collaboration



Structure of the Toolpoint expert groups. The advantages of expert groups are:

- Know how exchange between experts in a group.
- Focus on experience and doing.
- Benchmark for other national and international based sectors.
- International exchange between experts from other clusters.
- Collaboration in identified common activities.
- Contact with companies from other sectors.
- Trend analysis.
- Lobbying of politicians, government and other organizations



3.4.1 Intellectual property expert group

The goals of the IP expert group:

- Advancement and integration of IP professional competence through inter-company cooperation
- Establishment of a platform for mutually beneficial information exchange
- Standardization of contracts according to 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:

- Identification of and regular updates on areas and topics of relevance, e.g. RFID.
- Copyrights in poorly regulated markets e.g. China.
- Identification of specialist publications on topics of concern to the industry
- Setting coherent rules for remunerating innovators
- Issue of a glossary for the Lab Automation Industry.
- Due Diligence
- MSE, patents and new initiatives

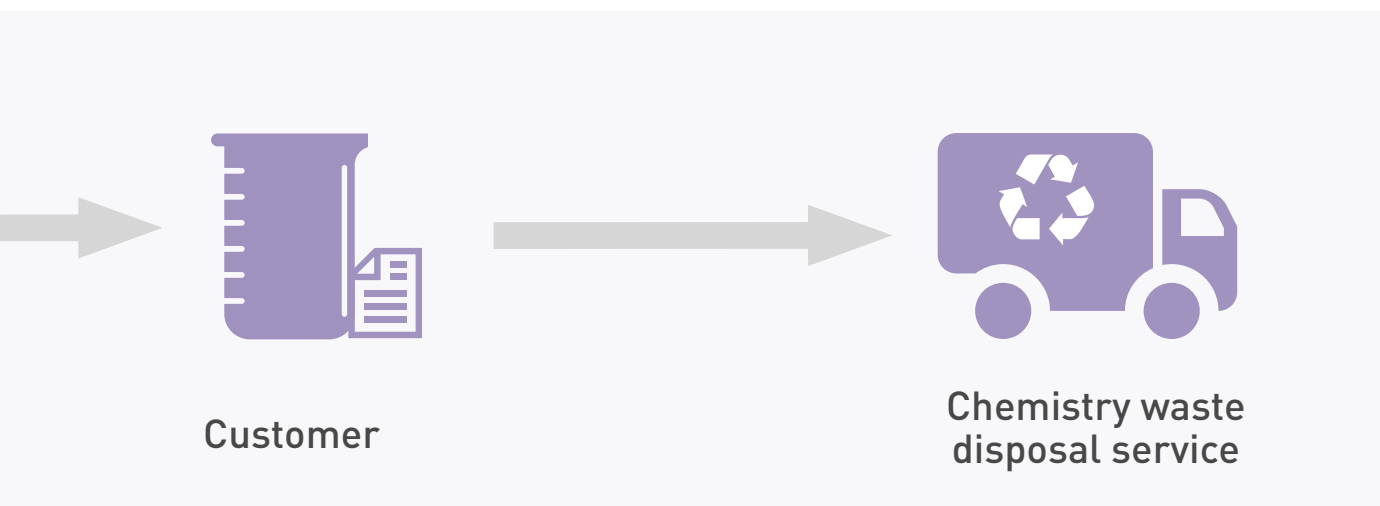
3.4.2 Chemistry waste disposal service

Toolpoint offers a waste disposal service (RENE) to all members. Through this service, equipment can be disposed of professionally throughout Europe. The disposal follows the 2002/96/EG guideline. The waste disposal procedure is very simple and can be initialized via our homepage: www.toolpoint.ch. Just select the button www.toolpoint.ch/Recycling, fill out the decontamination form and initiate the pickup at any address. The Recycling Partner performs the entire process.

Due to this special agreement, Toolpoint members benefit of special conditions.

Currently Hamilton, Qiagen and Tecan are members of this expert group and perform their processes by using this Toolpoint service.

More members to chemistry waste disposal service (RENE) use wanted.



3.4.3 Supply chain management expert group

The Supply Chain Management expert group was set up in 2012. The group's goal was to highlight the Supply Chain Management process and to exchange information in order to optimize its own Supply Chain. At the moment this expert group does not have enough members. We will be revising this expert group in collaboration with a specialist and offering it again for 2014 .

3.4.4 Innovation management expert group

The Innovation Management expert group was set up in autumn 2012. The goal of this expert group is to acquire more knowledge about innovation and innovative processes and to discuss their implementation. We do this through moderated workshops and by regularly visiting highly innovative companies from different industry sectors. In 2013 we had formulated the topics for a workshop . The numerous other activities did not allow us the opportunity to stage this workshop. In conjunction with the development of the Window of the Future we will be evaluating whether there is a broader level of interest for this expert group and will then organize the workshop.

3.5. Policy Action

3.5.1 Representation of interests for the sector (regulatory affairs expert group)

The Regulatory Affairs expert group met twice last year to discuss current regulatory issues. Notable topics that led to actual decisions or recommendations were: applicability of the new guidelines and regulations pertinent to machinery and products, recent changes regarding GAMP5, implementation of the packaging guidelines, safety and labeling, UL requirements, applicability of IEC 62304 regarding software for medical instruments, languages in which operating manuals are to be published and modifications of the RoHS guidelines.

Alongside the structured overview table of the standards and guidelines applicable for the member companies, the expert group made available a list of experts and representatives, within international committees, who can be contacted by members of the expert group for assistance in clarifying more complex regulatory issues. A comprehensive list of useful links for regulatory information was also compiled for use by the member companies.

In 2013 the group held its first meeting at Electro Suisse and then at the firm of Tecan. Numerous topics of interest were discussed at both meetings.. Four further meetings are planned for 2014.

3.6 Cluster expansion

3.6.1 Members

A new member model was introduced in 2011. The model offers various categories of membership:

- Core Member
- Academic Member

- Observing Member
- Supply Member I
- Supply Member II
- Start-up Member
- Partner

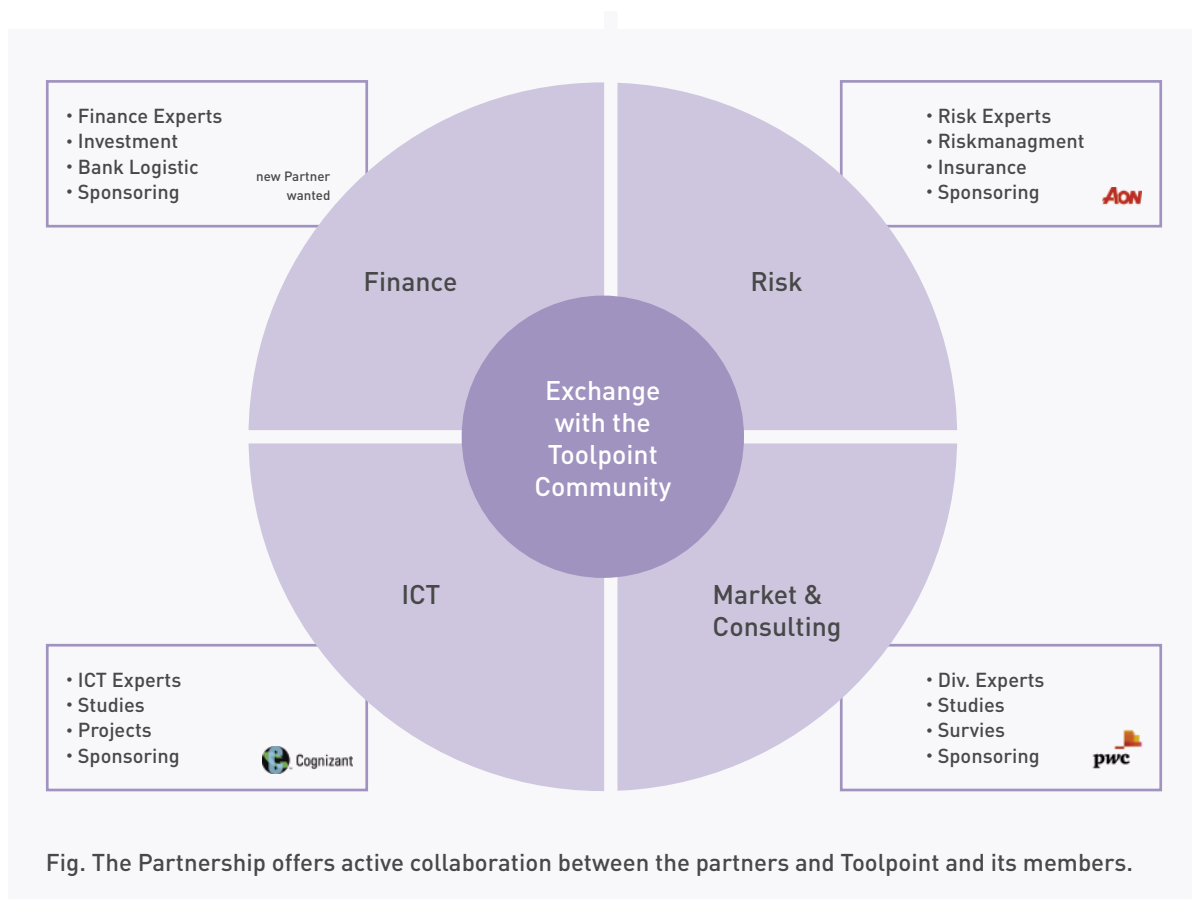
This enabled the necessary structure to be created. The Observing Membership is valid for one year, after which a suitable category will be chosen for the company.

The General Assembly agreed to the admission of the following new members, all of whom have made a notable contribution to increasing the competence of Toolpoint:

- konplan systemhaus ag (Rotkreuz)
- Robert Bosch GmbH (Waiblingen Ger)
- Zollner Electronics GmbH (Hombrechtikon)

3.6.2 Partners

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



4

Organization

Toolpoint's structures remain very lean and the organization continues to be run along entrepreneurial lines. The most important decision-making body is the Delegates' Conference. The Board of Directors provides the basis for decision making. In 2012, Dr. Martin Brusdailins from Tecan was appointed to the Board of Directors.

The current members of the board of directors are

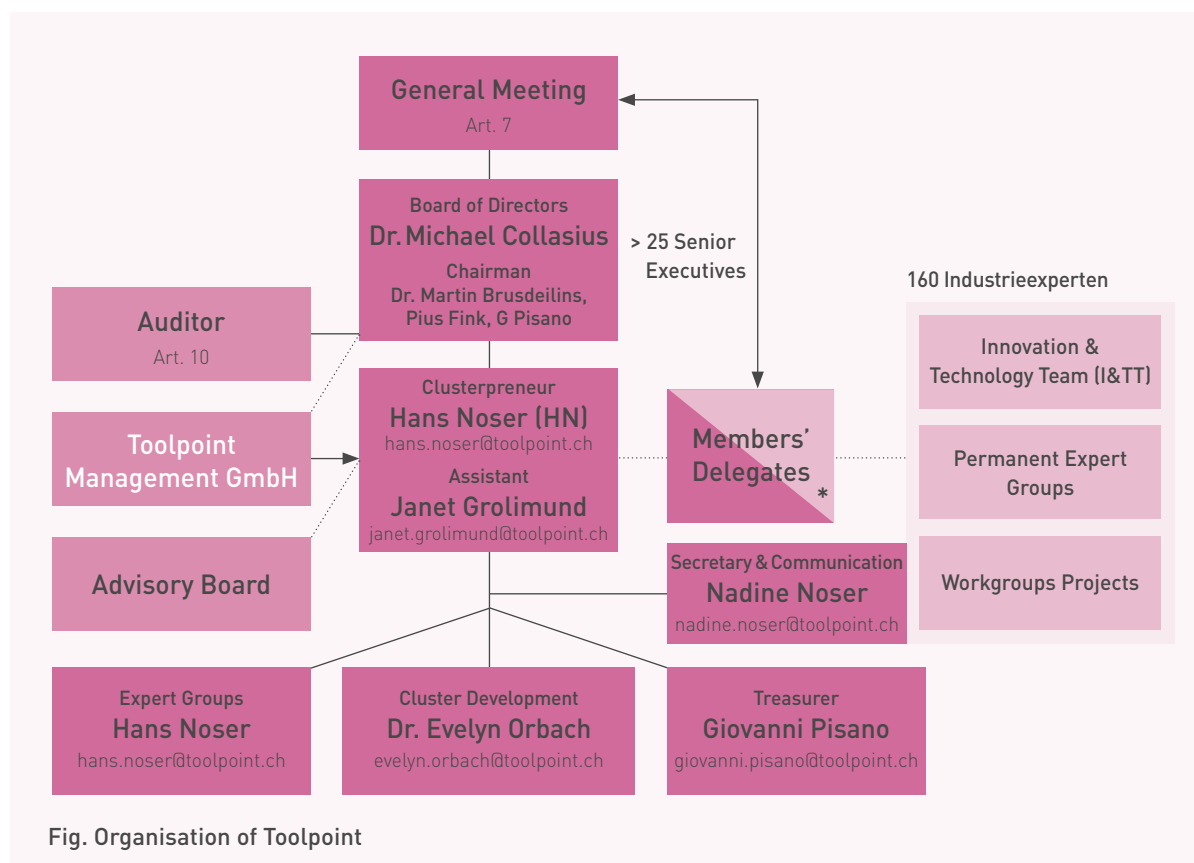
Dr. Michael Collasius (President, current)
Pius Fink (current)
Dr. Martin BrUSDailins (elected in 2012)
Giovanni Pisano, (Treasurer, current)

Advisors

Danielle Spichiger (elected 2013)
Prof. Peter Ryser (current, elected in 2011)
Dr. Philippe Steiert (current, elected in 2011)

Auditors

Salensteiner Revisionsgesellschaft
Reinhard Suhner
8268 Salenstein



All delegates met once this year for the Delegates' Conference combined with the Annual General Meeting. A second Delegates' Conference was held in the fall exclusively for Core and Supply I members.

The Delegates' Conference defines programs 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.

Reorganization in administration

Toolpoint has a new address:
The new addresses are as follows:

Verein Toolpoint für Lab Science
Quellenweg 14
CH 8634 Hombrechtikon

Toolpoint Management GmbH
St. Gallerstrasse 57
CH-8400 Winterthur

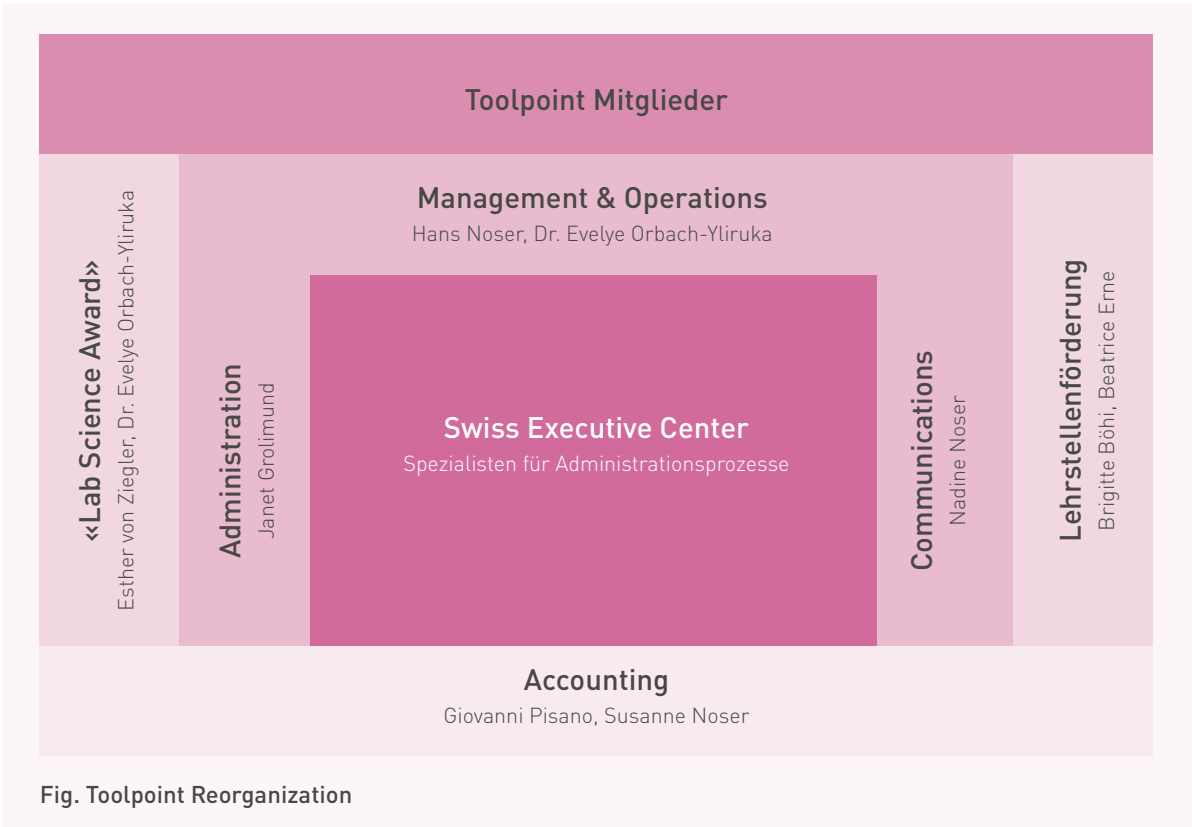


Fig. Toolpoint Reorganization



Room 7

A powerful network to innovate solutions in
Lab Science for



- diagnostics
- drug discovery
- analytics
- basic research

5

Financial Report

	Toolpoint FY 2012	Toolpoint 2013
Revenues		
Membership contributions	160'994.00	155'722.50
Membership contributions (optionals)	110'301.87	83'502.80
Contributions apprenticeship promotion	72'920.00	89'980.00
Contributions of communities for location marketing	16'000.00	16'000.00
Contributions partner	49'814.81	35'000.00
Contributions Which ⁶	70'000.00	–
Bohny Stiftung	38'189.80	28'471.62
Other income	2'950.00	54'450.00
Total revenues	521'170.48	463'126.92
Expenditures		
Cluster management	95'000.00	95'000.00
Project management	95'481.48	115'052.38
Communication & administration	70'075.04	65'000.04
Communicators	17'168.34	–
Apprenticeship promotion	47'064.62	43'790.93
Optional third party cost (projects)	103'063.27	85'614.84
Bohny	6'371.90	1'055.97
Diverse expenses	59'845.83	71'259.77
Extraordinary costs/depreciation	7'902.00	2'957.00
Total expenditures	501'972.48	479'730.93
Result	19'198.00	–16'604.01

Comment on the Finance Report

Toolpoint is a non-profit organisation. In 2013 Toolpoint received a financial contribution from the municipalities of Stäfa, Männedorf and from the Canton of Zurich. This contribution represents 11.3% of our income. The rest is provided through membership contributions and services to members as well as third parties.

The negative finance report must be made up next year or be paid for by the members.

This is the only way to balance the finances of Toolpoint as a non-profit organization.

6

Outlook

In 2014, alongside the tried and tested activities, we aim to start up activities on two projects. On the one side the Window of the Future project is intended to show how the sector will develop over the next 20 years and on the other, with the „Efficient Education for Enterprise“ project, we want to create a platform in which our members will be able to structure their training on a more efficient basis.

Hans Noser and the Toolpoint team



Notes

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