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# Annual Report 2017



Enhancing Lab Science



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# 1

## The Toolpoint Cluster is Developing!

There was tangible relief in the Swiss economy as a whole this year, as well as in the lab science sector in particular: following a few minor mishaps, the euro shock of 2016 was finally overcome. The issues that had caused the industry and the economy numerous sleepless nights were largely resolved in 2017.

Toolpoint's new cost model definitely bore fruit and was aligned with the current state of developments. In light of the individual needs of Toolpoint members, the association is now in a position to respond specifically to the requirements of its members and to implement them efficiently. This is clearly a win/win situation on both sides.

There has also been change at Qiagen: biotech company Qiagen Instruments AG was about to move out of Hombrechtikon at the end of 2016. Thanks to the spin-off of a business unit within Qiagen, the future of the location continues to look good. The result of these developments is Hombrechtikon Systems Engineering AG.

Collaboration with neighbouring clusters, networks and members has been increased: The first niCLAS Forum at the Fraunhofer IPA on 23 March 2017 was a big success. As well as interesting presentations and a tour of the niCLAS Labs, representatives of the biggest companies from the pharmaceutical, production and laboratory equipment sectors discussed the new trends and challenges in laboratory automation. We ran a Microfluidics Workshop with CSEM, BaselArea.swiss, MinacNed and the Swiss Biotec Association at MipTec in Basel on 11 September. Toolpoint was also a proud partner of Lab. Vision 2017 by Spectaris, Bio Tech 2017 by ZHAW Wädenswil, the Swiss Future Technology Forum in Dübendorf and the Annual Meeting of the Medtech & Pharma Platform 2017.

2017 was a very interesting year for events. You can find detailed information on these initiatives in this annual report. I would like to specifically mention the Symposium on lab automation, which was run by the Institute for Laboratory Technology (ILT) at the University of Applied Sciences Rapperswil (HSR) for the seventh time in 2017. The event was a big success once again, with a record number of exhibitors and visitors. It featured a range of excellent presentations on laboratory technology. Toolpoint was the initiator of this event and has promoted the event from the beginning. In collaboration with the Veronika and Hugo Bohny Foundation, Toolpoint presented the Lab Sciences Award for the best Bachelor's thesis in laboratory technology at the symposium on Lab automation. With this award, we can make young talents aware of good jobs in our industry.

### The Toolpoint Team

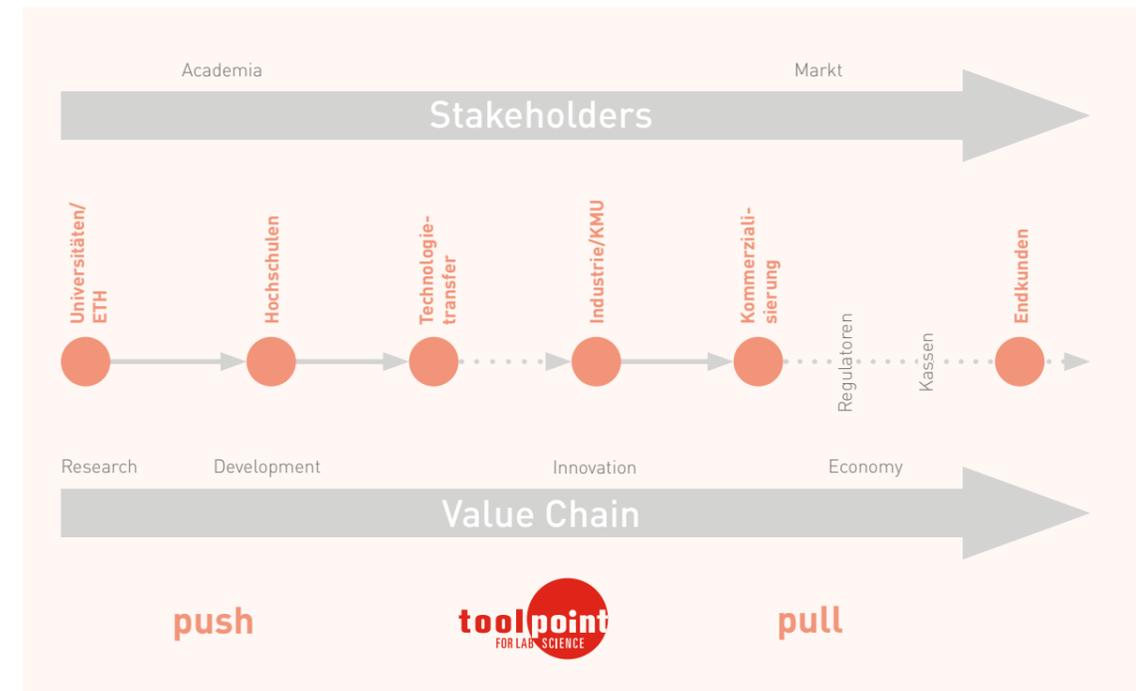


**Toolpoint Members 2017**



Fig. Toolpoint members

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](http://www.sila-standard.org) and the "Development of Standard Test Procedures for Quantifying Carry Over from Fixed Pipetting Tips in Liquid-Handling Systems".



# 2

## Information on Fields of Application

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

- 2.1 Innovation and Technology
- 2.2 Networking
- 2.3 Education/Human Resources
- 2.4 Commercial Collaboration
- 2.5 Policy Action
- 2.6 Cluster Expansion

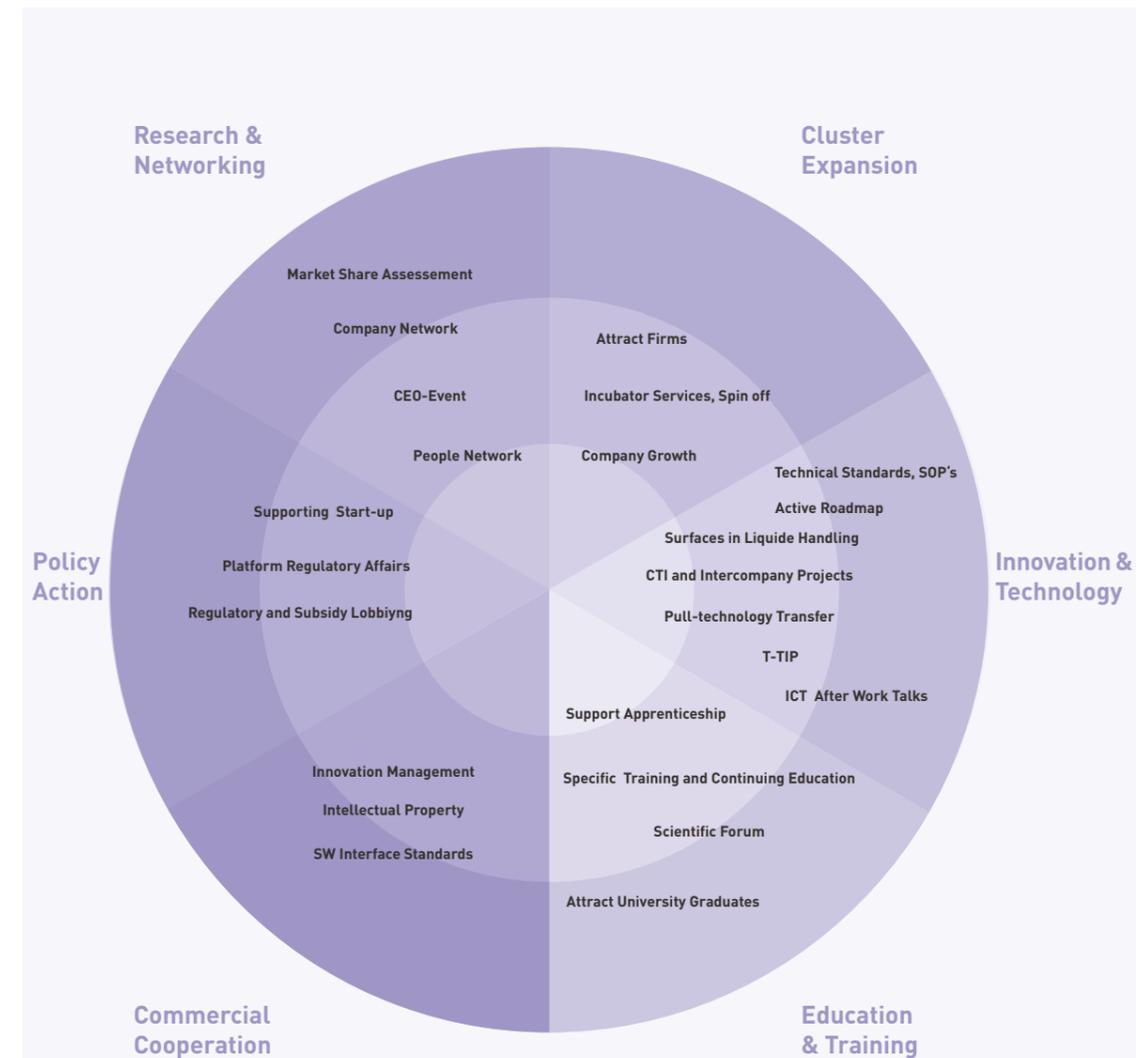


Fig. The Cluster Initiative Target Board by Örjan Sölvell, Göran Lindqvist and Christian Ketels, extract from The Cluster Initiative Greenbook (Stockholm: Bromma tryck AB, 2003) 27, supplemented by Toolpoint-specific services.

**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:

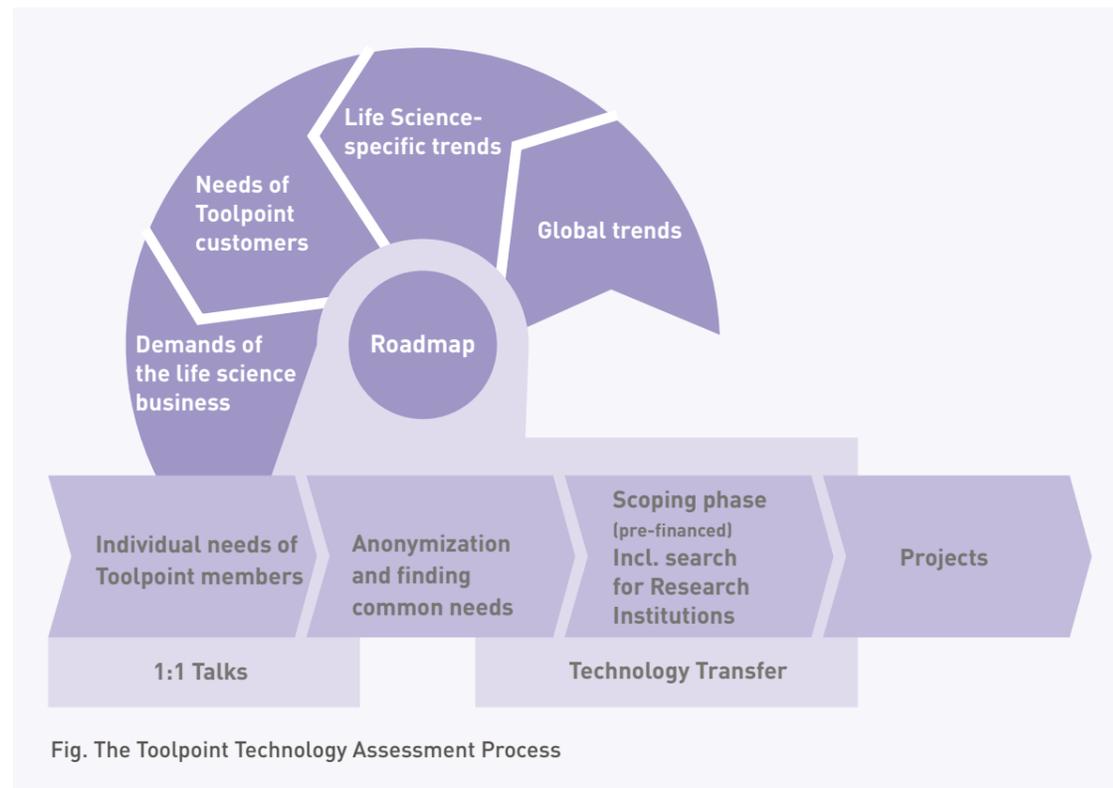


Fig. The Toolpoint Technology Assessment Process

**2.1.1 Current Technology Projects (overview) and Activities**

**Numerous projects carried out since Toolpoint was founded**

Since the founding of Toolpoint, 33 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.

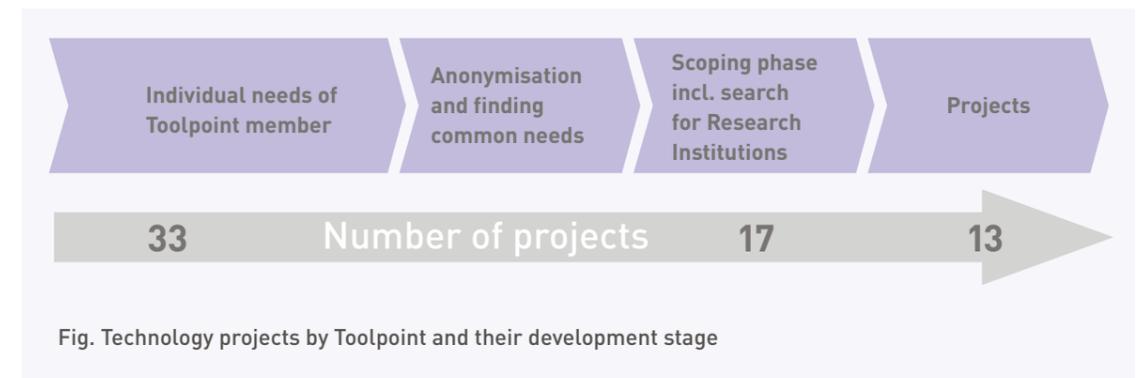


Fig. Technology projects by Toolpoint and their development stage

**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 trend-setting. 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 parties: pioneering innovative developments related to, or inspired by, systems biology and related fields, e.g. synthetic biology.

### Competence Centre for Medical Technology (CCMT)

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

### 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.

### Toolpoint Brochure 2017

The third edition of the Toolpoint brochure was published in November 2017. This information brochure quickly became a very popular business card for Toolpoint, which is why this medium has been further developed and extended. Companies now have a double page to present themselves – both as a company and as an employer.

Due to the very positive and buoyant demand, the print run was increased from 500 copies to 1,000 and we are already looking forward to the 2018 edition.

### Toolpoint Newsletter

Toolpoint sent two newsletters to around 750 companies, universities and colleges in 2017. 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 2,500 click-throughs. The newsletter thus reaches a large and broad audience and proved to be an important tool in 2017.

## 2.2 Networking / Events

### 2.2.1 Toolpoint After Work Talk on IP within Companies

#### Beginning

Toolpoint gave a presentation on IP Strategies: Intellectual Property for Swiss SMEs in March 2017 at HSE, Hombrechtikon.

The goal of this presentation was also to "raise awareness" of Intellectual Property for SMEs and to show the risks involved when IP is totally ignored.

### Concept

Based on the presentation, a concept for Toolpoint members was created which included the following:

- Text for the homepage
- New IP email address - [ip@toolpoint.ch](mailto:ip@toolpoint.ch) - to easily contact IP support.
- Good offers for Toolpoint members for IP consulting. IP consulting is provided and paid for by Toolpoint, depending on the status of the membership.

### Outcome 2017

There were no requests or questions addressed to the IP support. No use was made of the option for IP knowledge extension or prevention of negative situations that SMEs can be confronted with. Based on experience, SMEs are only contacting an IP specialist when there is a negative challenge. This is normally extremely expensive. The offer from Toolpoint is unfortunately not seen as an added upfront value for the SMEs.

### Next steps for 2018

On its homepage, Toolpoint will endeavour to raise greater awareness of IP on the part of Toolpoint members.

Toolpoint will highlight the added value of Intellectual Property for Toolpoint members and the resulting cost savings.

### 2.2.2 Swiss Symposium on Lab Automation

The 7th Swiss Symposium on Lab Automation took place on Thursday, 16 March 2017 at HSR University of Applied Sciences Rapperswil. The theme of the symposium was Microfluidics and Liquid Handling 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 Glucose Sensor



Image: Mettler Toledo Precision Balance

### 2.2.3 Lab Sciences Award

On 16 March 2017, 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 Fuchsli and Evelyn Orbach-Yliruka

#### The winners in 2017 were

##### **Misha Teale, ZHAW School of Life Sciences and Facility Management**

"Dental implant surfaces, how they trigger tissue integration"

##### **Sónia De Andrade, ZHAW School of Life Sciences and Facility Management**

"Further development of printable biomaterials for the production of tissue models using 3D bioprinting"

##### **Stefan Hedinger, Michael Schwenter, HSR University of Applied Sciences Rapperswil**

"Time to Digital Converter on a FPGA (Used for Liquid Level Detection (LLD))"

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 22 March 2018. Applications for 2018/2019 can be submitted via [www.toolpoint.ch](http://www.toolpoint.ch).



Image: Lab Sciences Award winner 2017, Hugo Bohny (Founder of the Veronika and Hugo Bohny Foundation), Valentin Vogt (Employers' Association President)

### 2.2.4 nICLAS Forum 23.03.2017

nICLAS: The European home base of lab automation

#### About nICLAS:

With the innovation centre for laboratory automation Stuttgart (nICLAS), Fraunhofer IPA has created a new open platform that connects manufacturers, users and researchers in order to enable interdisciplinary exchanges, business and new developments as well as to address all challenges related to labs and bio production.

Modern laboratories are highly complex data factories. Automation can help to master the growing complexity in the Life Sciences industry and to create space for innovations. Personalised production and individualised medicine require new efficient solutions through automation and digitalisation.

nICLAS wants to demonstrate how adequate lab automation should be implemented in order to meet the needs of tomorrow.

nICLAS brings together all steps in one place from concept to realisation and testing and integrates different players and competences to work on the vision of a lab of the future together and practically.

nICLAS was funded at its grand opening in March 2017. More than 100 interested visitors attended the event

#### How does it work

The main goal of nICLAS are custom-made solutions. Therefore nICLAS is structured with three pillars:



**The nICLAS Academy**  
Establishes a competence basis for interdisciplinary cooperation



**The nICLAS ReferenceLab**  
Sets new quality standards for approved devices and validated applications



**The nICLAS FutureLab**  
Evolve pioneering innovations and keeps everyone on top of current trends, from Laboratory 4.0 to Personalized Medicine

### Training and education

The nCLAS Academy establishes the foundations for interdisciplinary cooperation in laboratories. The training programmes in the field of laboratory automation aimed at young talents and experienced executives create a solid base for new innovation. nCLAS also hosts expert forums and imparts profound theoretical knowledge of methods and current technologies. Acquired expertise can immediately be applied and furthered in the Academy.

### Validate, test and standardise

nCLAS Reference Lab establishes new quality standards in laboratories through approved devices and validated processes. The ReferenceLab evaluates technologies and creates standards through its own certification system.

### Cooperative R&D

The FutureLab connects developers and creative minds, in order to conceive technologies for the laboratory of the future. Technological solutions are prototypically implemented in the FutureLab, and the innovations of tomorrow could well feature in products. The FutureLab moves on from the B2B approach in the laboratory and consequently places the user at the centre of development for the first time. As an idea provider and innovator, the user will prospectively influence the value chain in the laboratory as a data factory. SmartLab? IoT? MachineLearning? Cloud Computing? Cyber Physical Systems? Do you feel lost? nCLAS points to the direction and helps to drive innovation decisions with a clear and consistent focus on the need.

### 2.2.5 Spectaris Lab Vision

On 10 May, 2017, this unique industry platform for manufacturers, users, specialist laboratory retailers, media and partners in the areas of analysis, biotechnology and laboratory technology explored the topic of "Laboratory of the Future". The focus was on data as the raw material of the future and the long road to the user.

With a new profile, Lab.Vision identified future approaches to meet the challenges of today. Visionary keynotes on the future of sales and the pharmaceutical user market, interactive formats – in the form of the Lab.Vision World Café – and three practical workshops were all on the agenda. The participants were able to explore new trends, find intelligent solutions and make interesting new contacts.

A Lab.Vision event in a smaller format will take place in partnership with Toolpoint at Analytica in Munich in March 2018.

### 2.2.6 Toolpoint Annual Meeting

The Toolpoint AGM was held on Friday, 12 May 2017 at Mettler Toledo in Nänikon. After a welcoming address by Hans Noser and Max Linder from Mettler, the delegates took a tour through the new installations. This was followed by the 2017 AGM, led by Hans Noser. The new QARA Expert Group and the Initial IP Consultation, which are described in more detail in this report, received special mentions.

Toolpoint also welcomed three new members: thinksafe, Credimex and Gritec



### 2.2.7 Swiss Future Technology Forum

The 1<sup>st</sup> The Swiss Future Technology Forum (SFTF), which was held on 1 September 2017 in the Oberer Mühle in Dübendorf, was a great success.

The SFTF offers a platform for information and dialogue with the aim of increasing the success of companies with a technological focus, from small and medium-sized enterprises to large corporations. The SFTF provides a unique opportunity to actively exchange ideas with other decision-makers around inspiration, collaboration and the realisation of innovative projects for the future of participants' companies.

"The Swiss Future Technology Forum provides a thought-provoking impulse to ensure that your products and technologies remain ahead of the competitors' in the future, for the benefit of your employees, suppliers, shareholders and the Swiss society you are living in."  
Samuele Tosatti, CEO and Founder, SuSoS AG



The aim of the forum is to discuss different and even contradictory strategies to meet the challenges that companies frequently have to face and thus drive the future development of revolutionary, highly developed technologies. The exchange of a wide variety of ideas and approaches sheds light on alternatives that might not otherwise have been considered. This promotes a diversity and flexibility of thinking that support the success of the companies involved, both now and in the future.

These objectives were achieved at the 1st SFTF event through the presentations, World Café and panel discussion. This was also reflected in the response from the participants. The 1st SFTF was evaluated positively by over 95% of participants and interest in a follow-up event was also over 95%. The concept of the World Café was also very popular with the participants, as was the compact-format industry exhibition. The concluding panel discussion brought the SFTF to a successful conclusion with further ideas and lively discussion.



### 2.2.8 Swiss Biotech 2017

BioTech 2017 provided an interdisciplinary discussion forum for experts in the field of (bio) process analytics and sensor technology. With a strong focus on applications, the conference aimed at bringing together scientists and professionals from both industry and academia.

The conference was held on 7 and 8 September 2017 at the Zurich University of Applied Sciences, Wädenswil, Switzerland. It was dedicated to the latest developments in the following fields:

- At-line process monitoring and control
- Online biomass sensing
- Sensors and biosensors in biotech applications
- Visions and perspectives in bioprocess applications

### 2.2.9 Basel Life Science Week 2017

Basel Life combines science, technology, and exhibition in a unique way to bridge not only between basic science and translational science but also between science and business.

2017 was the first year of EMBO at BASEL LIFE, organised by the European Molecular Biology Organisation (EMBO) and chaired by Susan Gasser, Maria Leptin and a group of leading scientists. This high-ranking international scientific meeting was combined with the well-established industry exhibition, MipTec, and a range of Innovation Forums on technology, application and business.

### 2.2.10 Basel microfluidics

CSEM and its partners BaselArea.swiss and Minacned in cooperation with the Netherlands Embassy, Swiss Biotech Association and Toolpoint all joined forces to organise this one-day workshop. It followed successful events in Basel in previous years, organised by CSEM and BaselArea.swiss.

Delegates from the Netherlands, Switzerland and other European countries – including some prominent industry leaders – joined the workshop and provided critical technological insights and the latest updates on the global microfluidics industry, as well as current developments in microfluidic applications.

The keynote presentation “Combining cells and microfluidics: Is it worth the effort?” was given by Professor Sabeth Verpoorte, University of Groningen, The Netherlands. Professor Verpoorte has more than 25 years of research experience in the lab-on-a chip field in both industrial and academic environments. Currently she presides over the board of directors of SLAS.

The Basel Microfluidics Workshop 2017 was a side event to the Basel Life Science Week MipTec / Ilmac in Basel (Messe and Congress Centre) on 10–13 September.

Helmut Knapp chaired the morning keynote session and panel discussion. Michael Collasius chaired the first afternoon session and panel discussion focussed on microfluidic applications in lab automation & instrumentation.



**2.2.11 Workshop EURESEARCH about European Science Projects in Laboratory Fields**

The EU awards research foundations with €10 billion each year. The best-known research programme is the FP8, Horizon 2020, which is promoted by the Swiss EURESEARCH organisation. What is happening in European research foundations and how can the laboratory technology industry benefit from this? We discussed this question on 28 September with various speakers from EURESEARCH and specialists close to the European Research Foundation. The participants were able to gain a good understanding of these activities.



Image: From left to right, CEO of EURESEARCH, Mr. Peter Erni, President, Prof Dr. Jean Marc Rapp, Vice-President, Hans Noser

**2.2.12 Pharma & Medtech Platform 2017**

In 2017, the fourth edition of the Medtech & Pharma Platform was held. It was attended by experts and groups that are active in the field of combination products, digital health, and accessibility in emerging markets. The main focus of that edition was on +medical products and technologies for cutting-edge solutions. That year, we had more than 230 attendees, 10 supporting partners and 28 exhibitors from the pharma and medtech sectors.

**2.2.13 Life Science Zurich**

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

Life Science Zurich (LSZ) 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. Toolpoint is a member of the Life Science Business Network.

**2.2.14 ELRIG**

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

**2.2.15 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**

In 2017, the Human Resources Expert Group explored the topic of digital transformation and the challenges for human resources.

A meta-study on leading in the digital age, relevant competencies and requirements for managers (IFIDZ) was presented at a workshop by the head of the Expert Group. Building on this, the participants exchanged their experiences and discussed best practices. The HR experts were able to compare various implementation options and gained inspiration from new ideas. The activities of the HR Expert Group described constitute an important pillar in Toolpoint's HR activities. The Toolpoint HR strategy (see graphic) was developed in 2014 and proved its worth from 2015 to 2017. It will be further extended in 2018.



Fig. HR Expert Group: Overview

HR activities for all members – should this be included again?

The careers section on [www.toolpoint.ch](http://www.toolpoint.ch), which went live in 2016, was also very actively used by members in 2017.

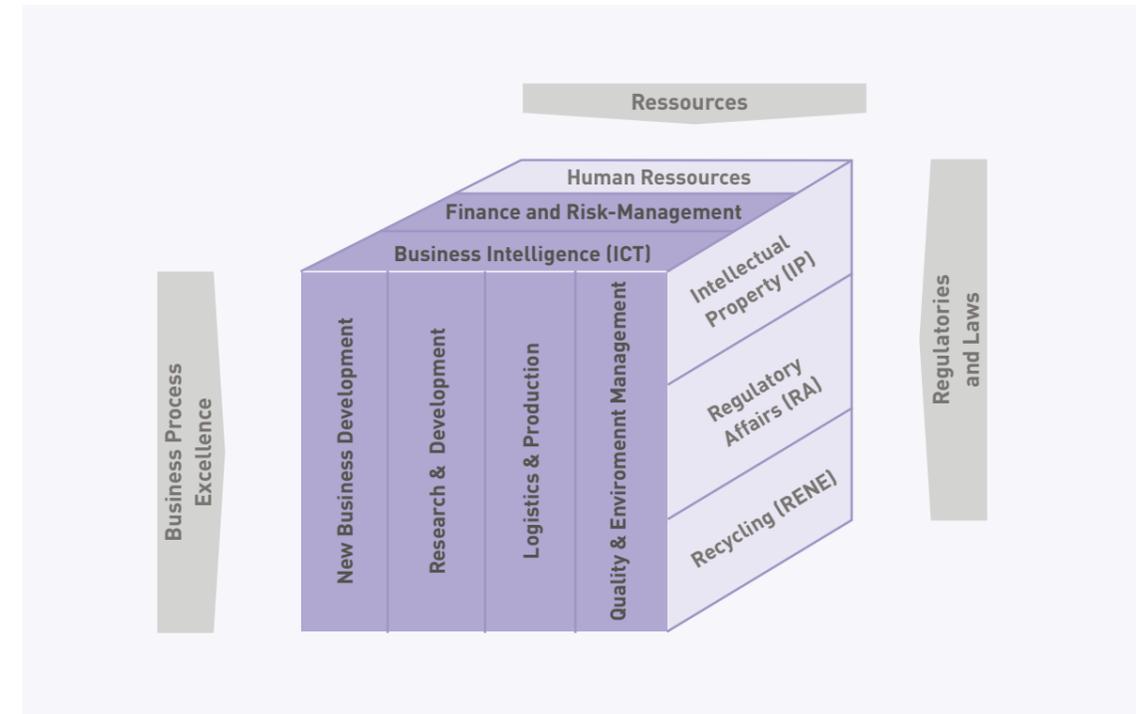
As previously mentioned, the third edition of the Toolpoint brochure was published in autumn. This provides an introduction to Toolpoint members and the various fields of study in order to assist university graduates in starting their careers.

All of Toolpoint's HR activities (see graphic) enable members to raise graduates' awareness of the lab science industry, increasing the chances of securing the best talent in the future.



Fig.: Toolpoint Human Resources Activities

## 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](http://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 – received from Pit Muggli on 13 April 2018

**New strategy:** Due to the reduction in activities of the QA Expert Group, options and ap-proaches for improving the Expert Group were sought. An appropriate strategy was subse-quentially developed. This was presented and approved at the 2017 Annual General Meet-ing. In particular, the changes relate to the extension of the scope to include quality man-agement, as well as the extension or adaptation of content and services. The group’s aspi-rations and vision for the impact and positioning of the new QARA Expert Group in the in-dustry were also clearly expressed.

**Vision:**  
**We are recognised Expert Group for quality management and regulatory affairs in laboratory automation and the supply Industrie.**

**Pilot event:** The first meeting for Toolpoint members took place in November as part of a pilot event. The agenda included a keynote on supplier management in the context of new regulations and the presentation of a lean database solution for QM systems. Practical experiences and application-specific questions were then discussed by the members.

**Outlook:** The feedback from the group on the pilot event and the new QARA Expert Group strategy was supportive and positive overall. As a result, it was decided to continue in the spirit of the vision and to implement the strategy accordingly.

### 2.5. Policy Action

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

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

Following the adoption of the new cost model in 2016, this was introduced in 2017.

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
- Start-up Member
- Partner

The cost model is as follows:

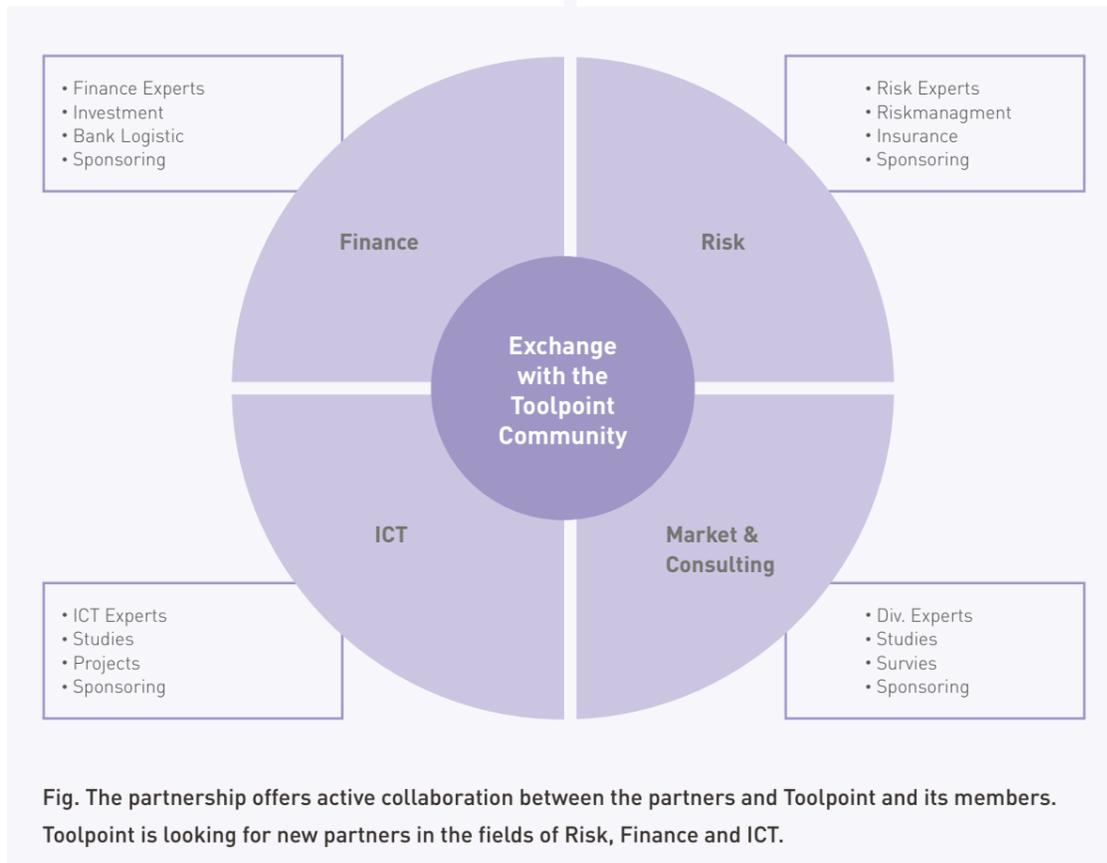
Cost Member 2017					
Membership	Premium Member	Basic Member	Start-Up	bis 25 MA Umsatz < 5 Mio	Key Opinion Leader (KOL)
Basis FEE	CHF 10'500.00	CHF 3'000.00	CHF 500.00	CHF 1'000.00	CHF 250.00
The Management Fee includes Services as follows:	All Incl.	Not all Incl.	Not all Incl.	Not all Incl.	Not all Incl.
Website incl. Content Management	✓	✓	✓	✓	✓
Extranet	✓	✓	✓	✓	✓
Toolpoint-Newsletter (2 x per year Webnews mit Links)	✓	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	✓	✓	✓
Matura 2 Engineer (Vermittlung von Praktikanten)	✓	CHF 350.00	✓	CHF 350.00	CHF 350.00
Toolpoint meets Academia (Kontaktvermittlung Industrie / Hochschulen, KTI-Projekte, Diplomarbeiten, Studien usw.)	✓	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 (Expertenaustausch zu verschiedenen aktuellen Themen wie z.B. ISO 13485, Industrie 4.0 usw.)	✓	CHF 500.00	CHF 250.00	CHF 500.00	CHF 500.00
CEO Event Top of Toolpoint (Voucher for Invited Persons)	✓	CHF -	CHF -	CHF 250.00	CHF 250.00
Registration via the conference organizer	x	x	x	x	x
Swiss Symposium on Lab Automation (Promotion, Programmgestaltung, Suche der Referenten)	✓	✓	✓	✓	✓
SF (Scientific Forum, After Work Talk bei einem Toolpoint-Mitglied, WebEx)	✓	✓	✓	✓	✓
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
ROHS Recyclingservice "RENE"	✓	CHF 750.00	CHF 750.00	CHF 750.00	CHF 750.00
Information Management	✓	✓	✓	✓	✓
Clustermanagement	✓	✓	✓	✓	✓
Lobbying	✓	✓	✓	✓	✓
Networking	✓	✓	✓	✓	✓
Who is Who	✓	✓	✓	✓	✓
Active Exchange Cluster National / International	✓	✓	✓	✓	✓
<b>Legende:</b>					
per event					
per year					
per person					
first person for free, than CHF 250 per person					

The new 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 Partner:



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**

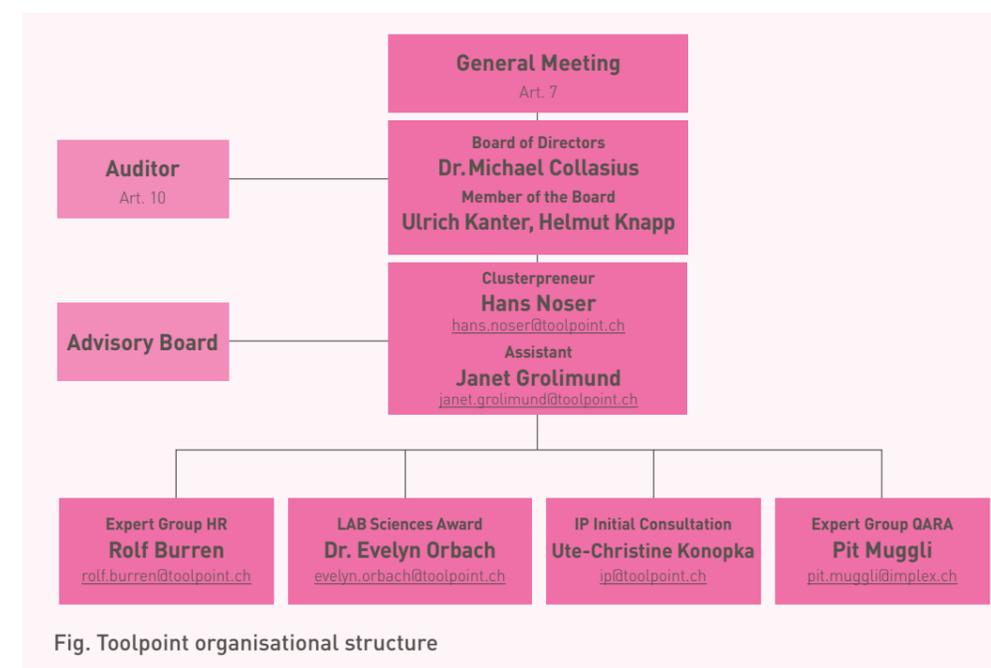
Danielle Spichiger, Cantonal Office for Economic Development and Labour  
 Professor Peter Ryser, EPFL, Dr Philippe Steiert, CSEM

**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 2017: Toolpoint for Lab Science**

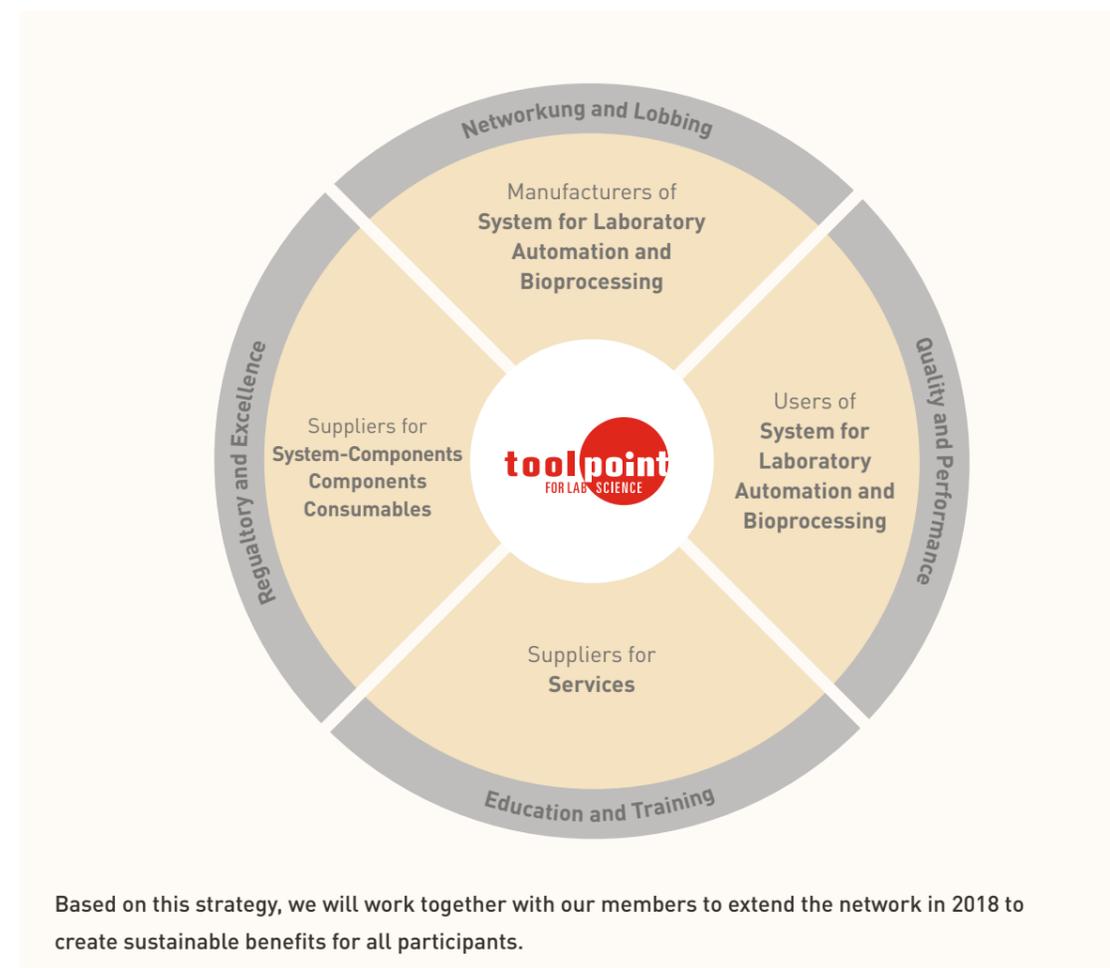


# 5

## Outlook

The Toolpoint network will intensify its collaboration with neighbouring clusters and organisations in 2018. This will enable us to organise useful and interesting events and meet-ups more easily.

The House of Lab Science will also accord a high degree of significance in 2018.





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