

# IBL International joins the Tecan family

IBL International – a leading provider of microplate-based immunoassays – has recently become part of the Tecan Group. Offering one of the widest ranges of specialty diagnostic assays for use in research and clinical laboratories, IBL International is a perfect strategic fit with Tecan’s long tradition of serving the clinical market with advanced laboratory automation instruments optimized for immunoassay processing.



IBL International’s range of assay kits can be used manually or automated

Microplate-based immunodiagnosics is a growing area which offers immunoassay tests for a variety of medical specialties, as well as routine testing for low throughput facilities. As this market segment is generally outside the scope of large *in vitro* diagnostics companies, there is an increasing need for integrated instrument and reagent offerings which provide preconfigured, user-friendly automation. The addition of IBL International to the Tecan family marks an important step towards better serving this market by offering fully integrated solutions – including hardware, software and reagents – to simplify laboratory workflows. James O’Brien, Head of Clinical Diagnostics at Tecan, explained: “IBL International is a leading company in the field of microplate-based immunoassay diagnostics, particularly specialty testing. This is an area that Tecan knows very well, having provided automation

of ELISA testing to customers around the world through both our Life Sciences and Partnering Businesses for many years. A relationship between the companies was a very logical step – it’s an association we are very proud of.”

Established in 1983 in Hamburg, Germany, IBL International develops and produces antibodies and immunoassays – including enzyme, radio-labeled, and luminescence-based assays – for research and routine diagnostics. The Company focuses on the development and distribution of diagnostic assays for rare and specialty indications, working with academic centers and commercial partners to identify opportunities for the commercialization of new assays at an early stage of biomarker development. Dr Jan Boesen, CEO of IBL International, commented: “Prototype

assays are usually created by universities or smaller diagnostic companies, who then approach us because we have the development experience, manufacturing capabilities and sales network to make the test commercially viable.”

“We have the experience and facilities to develop and manufacture immunoassays in large quantities. This includes both the specialized assays that we are well known for, and routine tests for customers who do not have high throughput requirements. These customers have the option to perform these tests manually or automate them on an open platform, such as Tecan’s Freedom EVO® workstation. Our first contact with Tecan was through this automated approach, as several customers were using our microplate-based assays on Tecan workstations.”

“This kind of automation is becoming increasingly commonplace in laboratories around the world. It is obviously both time- and labor-saving, as well as reducing the risk of human error, but there is a variety of reasons that laboratories are opting for microplate-based testing. For many facilities – both in the Western world



Each kit contains all the reagents required to perform the assay



and in developing countries – low sample numbers mean that the cost of a large, closed system is simply prohibitive. Despite an increasing trend towards centralization of diagnostic services in many countries, hospitals still want to maintain some *in vitro* testing capabilities for urgent testing. Open automation systems are also appealing to some larger facilities, giving them the option to run a small platform for specialist testing in parallel with their main, closed immunoassay analyzers. With these factors in mind, we were actively looking for partners to help us offer complete automated testing, as well as to expand our sales network and product portfolio. We looked at various automation providers, and Tecan was clearly the best strategic fit. We were lucky that Tecan was simultaneously looking to increase its involvement in the diagnostics sector, so a relationship between the companies seemed logical.”

“As a specialty testing-oriented company, we are focused on accelerating the transfer of new biomarker tests from the research bench to the clinical environment. As a result, we

have close ties with many of the pioneers in immunoassay-based diagnostics, and several of our assays are based on cutting-edge research. An example of this is our amyloid-beta assays for Alzheimer’s disease. Biomarker-based testing for Alzheimer’s is a relatively recent development – which has not yet been adopted by mainstream diagnostics providers – and our assays have the potential to significantly improve the accuracy of disease diagnosis. This is another area where our business is a good fit with Tecan, providing opportunities for many researchers already using Tecan equipment to quickly and easily access IBL products.”

Tecan CEO Dr David Martyr concluded: “We are delighted to welcome the IBL International team into the Tecan family. The combination of our expertise will allow us to offer research and clinical laboratories a wide range of specialized immunoassays – together with optimized automation – supported by our global sales and service capabilities.”

To find out more about IBL International, visit [www.ibl-international.com](http://www.ibl-international.com)

