

Tecan and REMP

– the perfect synergy



In June 2005, the Tecan Group of companies acquired REMP. Bernhard Iseli, COO of REMP and an employee for four years, talks about the change of direction for REMP now that it is part of the Tecan Group.

 **TECAN.**

REMP
sample management

Firstly, would you say that the acquisition of REMP by Tecan came as a shock to REMP's employees?

I wouldn't say a shock but perhaps a surprise! The management team at REMP was always very clear in communicating its plans to take the Company in this direction and I believe this was well understood by the employees. In reality, our employees were just waiting to see what would happen and from the beginning they saw this as a very positive move that gave them more personal security as part of a larger company group. So surprising, yes, but not a shock!

And six months on, do REMP employees already feel part of the Tecan Group?

Yes they do. Everyone realised there would be changes but we are very comfortable with the whole situation.

Tecan has been helpful and supportive from the start and we have been made very welcome – even at Tecan's 25th birthday party.

I'm quite sure that an important factor has been that we are both Swiss companies. There have been relatively few changes – we have the same culture, the same understanding, the same

language and a similar work ethic – and that has been a real plus. At the same time we all recognize the great opportunities that have now opened up for REMP; we have the financial security and capacity to introduce our products to entirely new markets all over the World.

How is Tecan helping you to make the most of these opportunities?

Well, first of all we immediately acquired over a hundred additional sales people! By January 2006, all Tecan sales personnel will be trained and familiar with REMP products and this has been a



REMP's headquarters in Oberdiessbach, Switzerland

huge step for us. For this to happen effectively we have developed a clear structure to the product portfolio.

How have your existing customers reacted to the acquisition?

Mainly positively. They too are pleased that there is a strong partner behind REMP and they see advantages to pooling together products and particularly services. Service has traditionally been a very important aspect of REMP's offering, with over 90% of our systems on yearly or three-yearly maintenance contracts. In this field we see the biggest potential to increase our services as a group.

And from which new markets do you expect to attract new customers?

Well, our main market has always been the pharmaceutical/drug discovery market, specifically large store solutions for compound management. Of course, we want to grow in our existing markets and the new small size store product has opened up new avenues for this. However, at the same time, we are currently developing a biosample store in collaboration with a customer and this -80° technology is set to become a major focus for next year. There is a great deal of interest in this project in the life science market and, although it is an entirely new field for us, it will bring us even closer to Tecan's areas of interest.

There is already an overlap of Tecan and REMP markets though, isn't there?

Yes, certainly there are many areas of overlap which will make the transition of the two companies a fairly natural progression. Together, they comprehensively cover applications in the drug discovery, biotech, diagnostic and general laboratory arenas and the product portfolios of both companies

complement each other. For example, REMP's revolutionary large-scale automated storage and retrieval systems integrate seamlessly with Tecan's state-of-the-art automation platforms, and Tecan has a whole portfolio of DNA extraction, normalization and other genomics tools that will fit perfectly with bio-fluid storage and consumables.

And what about future product development? Do you expect to draw some aspects of Tecan and REMP products together?

Not yet. We are still following a clear transition plan led by the integration team whereby we are systematically pulling together all aspects of the business; production, sales, marketing etc.

At the end of 2005, we perfected the product portfolio and decided which products we want to bring to which markets. I am sure that product development will follow soon and I personally would say that the first step, the easiest step, would be to work at a software level. Once that step has been taken in principle, further development will almost certainly be driven by a need by a customer to fully integrate REMP and Tecan products with each other; a need, for example, to have a seamless system that takes samples from a store to a Freedom EVO® platform. From that process we will be able to make sense of how best to bring the technologies together for the market as a whole.



Central to our product range are the sample stores. REMP offers the ideal storage solution, whether for -80°C, -20°C or room temperature, for hundreds or millions of samples, vials or tube tacks, fully automated or manual.