

Blood bank delegation from China

Tecan has only been present in China since 2004, but significant Government investment has led to rapid expansion in the country's life science sector, and Tecan has enjoyed strong growth in this market through close co-operation with local distributors.

Since the opening of its new Asia Pacific headquarters in Shanghai in 2008, Tecan has been able to offer unsurpassed local experience to customers in China, providing rapid service support and application expertise to match the fast-paced development of the market. The Company continues to invest in its infrastructure, services and market organization in the region, expanding its presence to better meet the demands of its customers. Blood banks form an important part of the laboratory automation sector in China. As part of the Company's ongoing program to ensure its solutions address customers' exact requirements, Tecan and its local distributor recently invited the directors and presidents of blood banks from across China to its Männedorf headquarters on Lake Zürich, Switzerland, to discuss future opportunities and the needs of the market.

"This event provided an opportunity to see Tecan's manufacturing and automation capabilities firsthand," commented Christoph Kaufmann, Head of Product Management and Marketing at Tecan. "The day included a tour of our facilities, where delegates were impressed by our high quality standards and ability to meet the strict regulatory demands of the clinical sector." The group was also provided with insight into Tecan's current and future innovations in this market segment, including details of automated solutions available, and



Chinese delegates visit Tecan headquarters at Männedorf

learned more about the Company's strong commitment to the laboratory automation market in China. This was followed by an open discussion on future market trends, and how automation can be used to help meet these demands. "The day provided useful insight into a range of issues currently facing the Chinese market, and underpins our philosophy of developing close working relationships with our customers around the world," Christoph concluded.



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