

Tecan and Attana sign North America distribution agreement



Tecan has signed an exclusive distribution agreement with Attana AB – a leading manufacturer of quartz crystal microbalance

biosensor instruments – for the distribution, service and support of Attana's instruments and assay technology in North America.

Attana's label-free biosensors employ quartz crystal microbalance (QCM) technology to follow the interaction between drug candidates and receptors in their natural environment, providing valuable information about not only the specific interaction with the receptor, but also off-target interactions. This technology can be used to determine a candidate compound's specificity, target affinity and binding kinetics for a wide range of biomolecules and macromolecular structures, helping to improve the success of pre-clinical trials by providing researchers with biologically relevant information.

"Through this agreement we are able to offer customers a complete solution for biomolecular investigation," commented Gabriela Suhoschi, Marketing Manager at Attana. "Tecan's sample management and detection solutions are complementary to our own molecular characterization technologies and, as an innovative company with a strong presence in North America, Tecan was a logical choice of partner."

Attana's biosensor technology is already well established in both the biopharma and academic sectors in North America, and this agreement will ensure a rapid, flexible service for the Company's customers. Tecan will supply Attana's complete portfolio of innovative cellular and molecular characterization systems, biosensor chips and consumables – as well as providing technical and service support in the region – working closely with Attana engineers and application specialists to provide the best solution for customers.

To find out more about the Attana range, visit www.attana.com



The Attana Cell 200 system

Tecan and HP to develop new drug-dispensing solutions for research

Tecan and HP have entered into an agreement to commercialize a new automation solution for pharmaceutical drug discovery, based on HP's high performance inkjet dispensing technology. This innovative system will accelerate and improve the evaluation of novel drug

candidates in pharmaceutical development, by allowing researchers to assess potential drug compounds at very low concentrations.

Intended for research use only, the product is expected to be commercially available later this year, and is designed to improve

accuracy when testing drug interactions and evaluating drug effectiveness. The HP branded instruments and supplies, which will initially be marketed in the United States and Europe, will be exclusively distributed, serviced and supported through Tecan's Life Sciences Business.



The announcement was celebrated with a champagne toast in the Tecan booth at SBS



The commercialization agreement was announced at SBS in Orlando, FL. Joe Dody, Business Manager from HP, and Mark Hozza, Vice President and General Manager from Tecan, unveiled the instrument