University-Industry Interaction

Collaborations for know-how and technology development

Fabio Pasquino
IP Manager
About us

We are the global specialists in Total Clinical Lab Automation

- 12% revenue in R&D
- 25+ years expertise
- 37 years old as average
- 5 locations in the world
The solutions/works in progress

• Inpeco R&D is one of the strongest assets

• Currently working on new developments for **other lab specialties**:  
  • Anatomic pathology  
  • Bio banking

• Also developments in Patient Records Management (TPM)  
  • Agreements with Microsoft and Safran
Invention vs Innovation

**Invention**

New idea
not yet technically and physically realized

**Innovation**

Embodiment of the new invention into a new product or process and its commercial exploitation
Innovation Funnel - Open Innovation Paradigm

Internal technology base

External technology base

External technology insourcing

License, spin out, divest

Internal/external venture handling

Other firm’s market

Our new market

Our current market

Innovation Funnel – Kinds of collaborations

- Patent leverage
- External technology base
- External technology insourcing
- Knowledge leverage

The products/TLA

- Inpeco is known all over the world for its innovative **Total Lab Automation system**
  - FlexLab
  - Also sold through Abbott and Siemens (with proprietary product names)

- It automates the Clinical Lab
  - From pre-analytical (tubes input)
  - Through analytical (analysis)
  - Till post-analytical (storage)
Inpeco Total Lab Automation System in the world

1300+ sites are currently automating their Clinical Labs with an Inpeco track, over the 6 continents.

Outstanding design experience.
TLA/Open Innovation Paradigm 1/2

Internal technology base

External technology insourcing

Our current market

automation in healthcare
TLA/Open Innovation Paradigm 2/2

CONTRATTO DI RICERCA

Tra

il Politecnico di Torino, C.F. n. 00518460019, per il tramite del Dipartimento Energia (di seguito, per brevità, anche indicato come “Contraente”) rappresentato dal suo Direttore Prof. Alberto Tenconi, nato a Gallarate (VA) il 30/07/1961 domiciliato per il presente atto presso la sede dell’Ente in Torino, Corso Duce degli Abruzzi n. 24, delegato dal Rettore con D.R. 101/2015 a seguito di approvazione da parte della Giunta dipartimentale, nella seduta del 16/06/2016

e

la società Inpeco SA, P.I.CHE-114.538.298, con sede legale in Lugano (CH), via San Gottardo 10, (di seguito, per brevità, anche indicato come “Committente”), rappresentata da Gian Andrea Pedrozzi, nato a Legnano (MI) il 09/04/1939, domiciliato per la presente carica presso la sede della società
The products/ProTube

- Positive patient identification
- Guided tube selection
- Automatic labelling
- Safe check-out
- Business Intelligence

Make sure you extend your control capability outside the Lab
ProTube/Open Innovation Paradigm 1/2

Internal technology base

External technology insourcing

Our new market
Inpeco and CRS4: industry meets research for traceability in healthcare

CRS4 Seminar Series 2011-2012, Aula Magna Facoltà di Architettura, 5 Luglio 2012
Riccardo Triunfo – Program Head, CRS4 - Healthcare Flows Group
Andrea Costaglioli – COO, Inpeco TIH
The Product/TPM 1/2

Total Patient Management officially launched

September 10th, 2016

On September 8th, Inpeco and Sardinia Region officially launched the Total Patient Management (TPM), during a private meeting at the Region headquarter, in Cagliari, with CRS4 (public, regional research company) and Microsoft. The meeting also gave chance to announce the partnership with Microsoft, selected by Inpeco as technological partner for the Cloud management.

The TPM project is an ambitious solution that, leveraging Inpeco legacy and competences on data automation and traceability, aims at building a sort of digital drawer where patients can store personal health records and can access them anytime/anywhere or can share them with clinicians.

This project starts in Sardinia region with the goal of building and testing here a prototype to export all over the world. In this Region Inpeco has been working with CRS4 and local IT companies for some years now, thanks to these long lasting relationships and to the advanced IT Health infrastructure of the region, the area appeared as an ideal place where to start such an important test. Inpeco president, Mr Andrea Pedrazzini, commented on the planned investments in Sardinia region, where Inpeco spent 4 Ml€ in the past years: “Inpeco invests around 10% of its revenue in R&D and our center in Pula is very important for our product development teams; we will keep investing additional 5 Ml€ in this region to support current programs and TPM, which is an ambitious project that will eventually change the way to consider the clinical data and their security, by tracking every single step of their production in order to help limiting errors in Healthcare”

The president of CRS4, Mr. Luigi Filippini, said “The TPM project will allow Sardegna to leverage the outcomes of this test and – thanks to these industrial partners – to export our model outside the region, to the country and potentially to the world”. Also, the President of the Region, Mr Pigliaru, said that the local government is happy to “be successful in attracting important and innovative companies at worldwide level such as Inpeco and Microsoft”.

Based on the Memo of Understanding signed with Microsoft, the big IT Corporation will be on board bringing the competence to complete the “last mile” of the project, enabling a secure access to personal data, over the Cloud; Mr Carlo Purassanta commented: “Cloud Computing is an innovative tool that can support cost control, care optimization and ease of access to personal health records; I am proud to contribute to the TPM project together with Inpeco and Sardinia region, it brings concrete benefits to citizens and health enterprises”.

3/28/2017
The Product/TPM 2/2

- The initial partnership (Inpeco, Sardegna) guarantees the **fundamental ingredients for the creation of the demonstrator**.
- The new company is in the phase **of scouting and selection of a global partner** to export the demonstrator worldwide.

Inpeco strengths
- Automation
- Traceability
- IT

Sardinia region strengths
- **Healthcare system:** high digitized health system, fiber optic
- **CRS4:** next generation sequencing, clinical informatics, digital pathology, biobanks
- **Porto Conte Ricerche:** proteomics and anatomical pathology

Global partner strengths
- Worldwide presence
- IT
TPM/Open Innovation Paradigm 1/2

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