

Industry-DEC collaborations Highland Biosciences Ltd.

27th May 2016
Lady Margaret Hall, Oxford



Summary

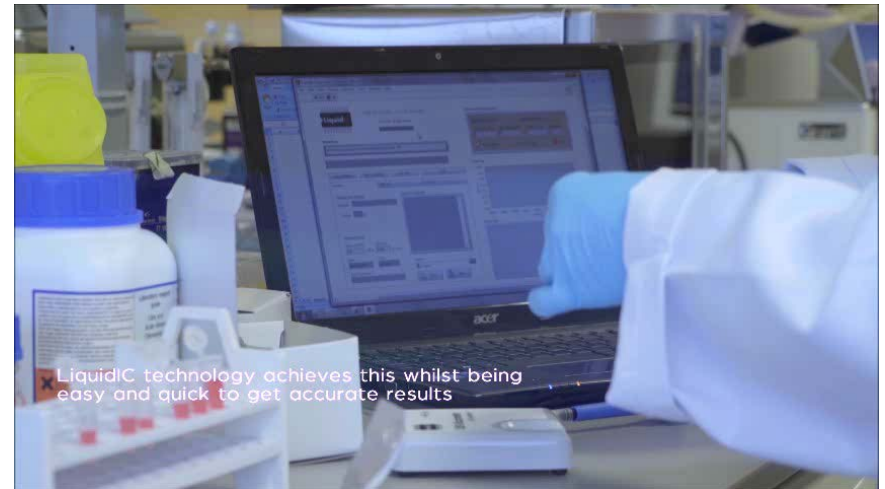


1. Company
2. Our Technology
3. HBL-DEC collaborative SBRI project
4. Planned outcomes
5. Conclusions

Company



- Designs, manufactures and sells laboratory equipment
- Focus on point of use technologies
- Strategy to enter the in-vitro diagnostics market



The LC-01 research viscometer

www.highlandbiosciences.com

Technology



The technology delivers viscoelastomeric assay results (TEG/ROTEM) at the point of care



HBL-DEC collaborative SBRI project



Key activities:

- Gathering information from stakeholders
 - health care professionals, NICE, Buyers / Commissioners, Regulators
- Proof of concept pilot study with code red patients
- Clinical pathway research and economic modelling
- Testing instrumentation concepts and quantifying the human factors



Planned Outcomes

- A route to adoption
 - Clear and tested proposition
 - De-risked technical performance with a first clinical evaluation
 - A vision that all the stakeholders buy into
 - A clear and investable commercial plan for further investment by InnovateUK and private equity
- A new instrument perfectly tailored to the needs of the NHS delivered by 2018.

Conclusion



- This project embraces the best industry innovation practises: lean start-up methodology.
 - We are going to fully quantify the market “pull” before we start the development “push”
- The DEC multi-disciplinary team are powerful partners to any new product development or start-up company
 - The DEC are an efficient portal to the complex NHS system