



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



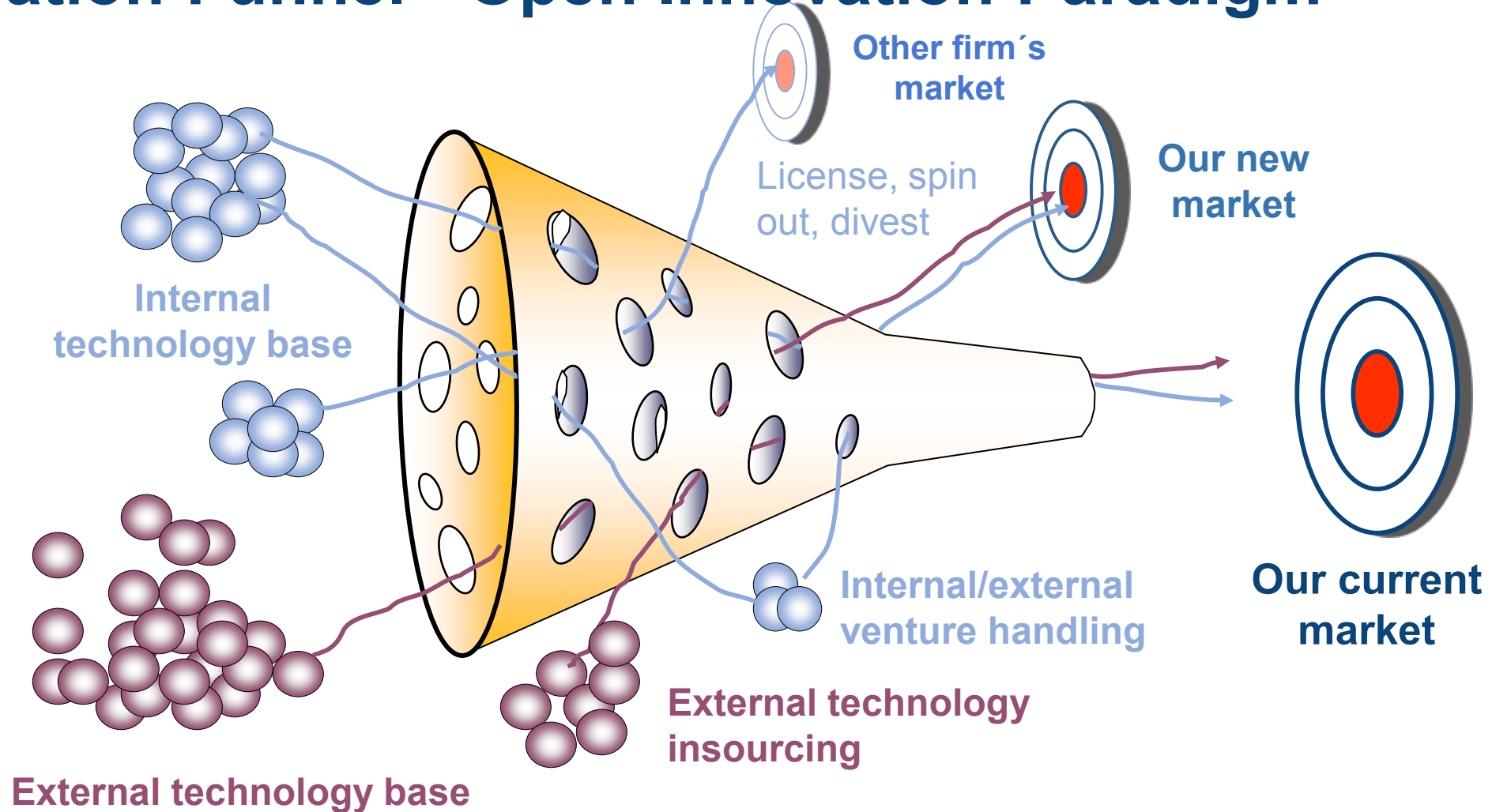
41 new
patentable
inventions
in 15 years



120 people
working in
R&D
department

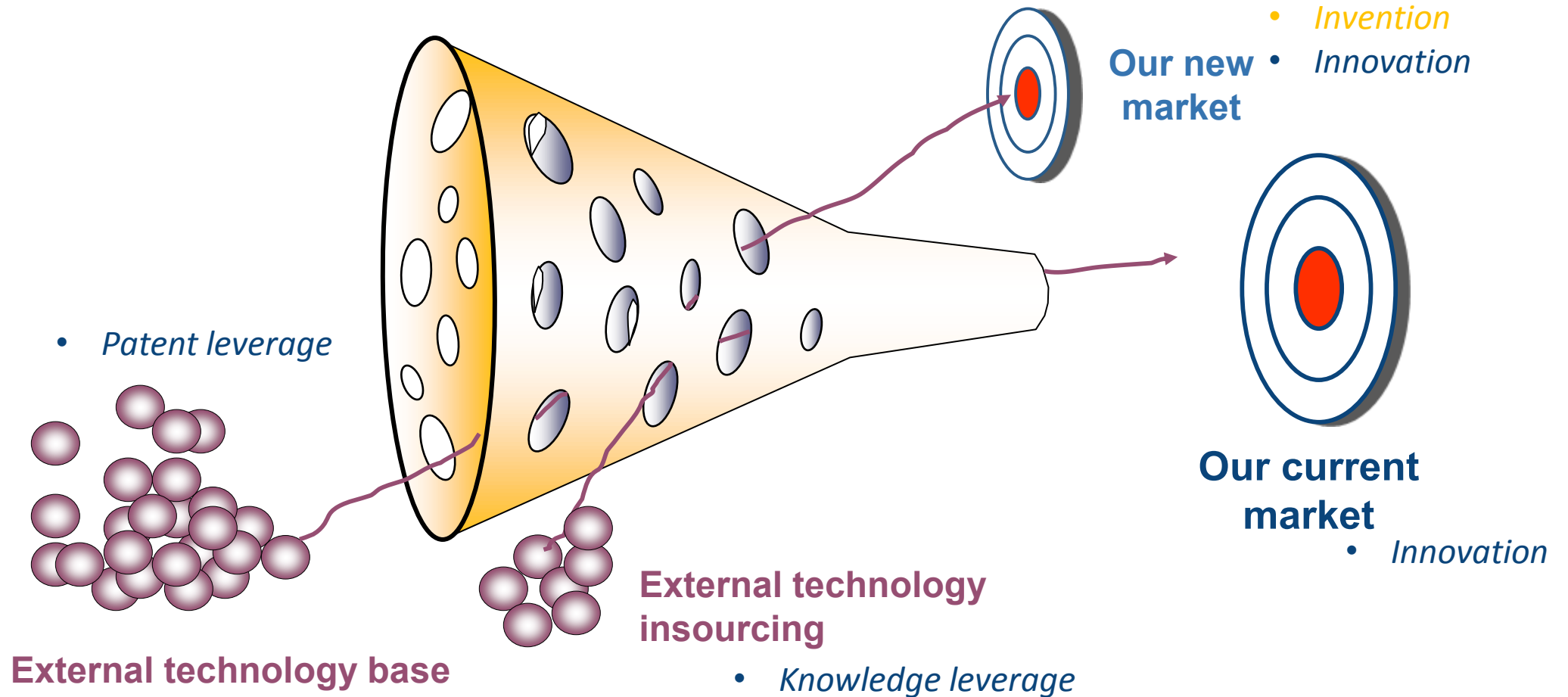


Innovation Funnel - Open Innovation Paradigm



Henry Chesbrough - *Open Innovation* – Harvard Business School Press

Innovation Funnel – Kinds of collaborations

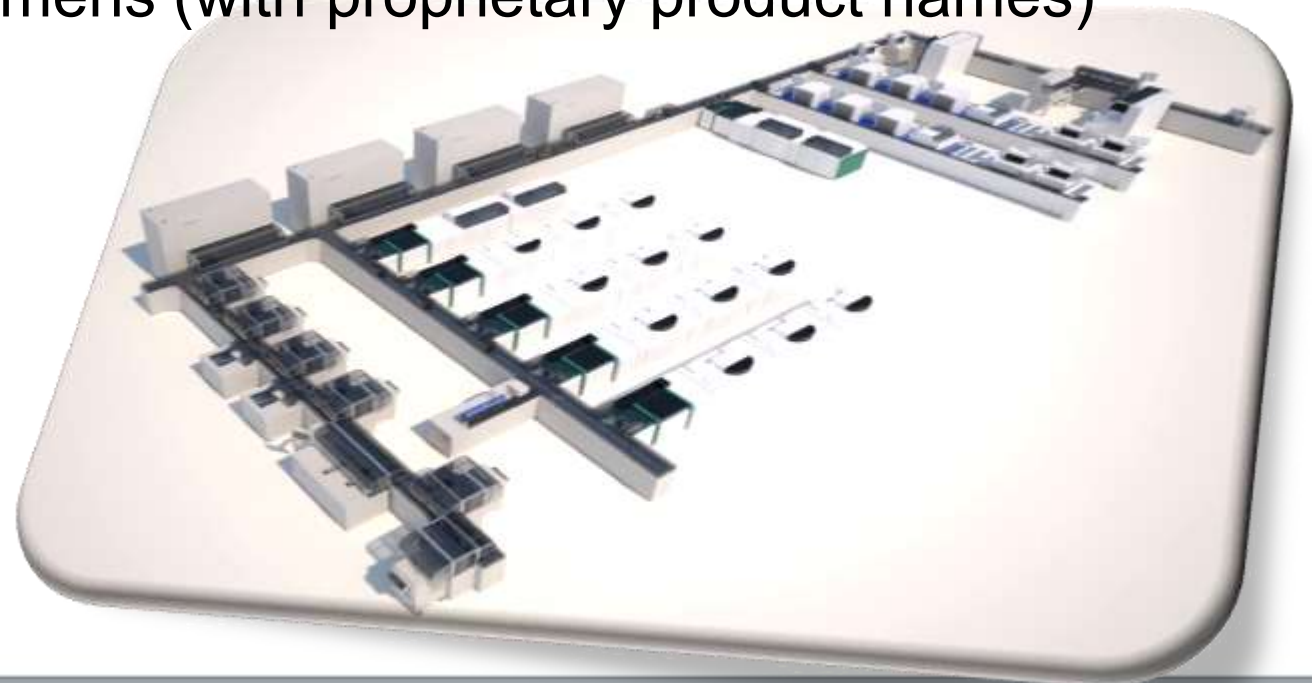


Henry Chesbrough - Open Innovation – Harvard Business School Press

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)

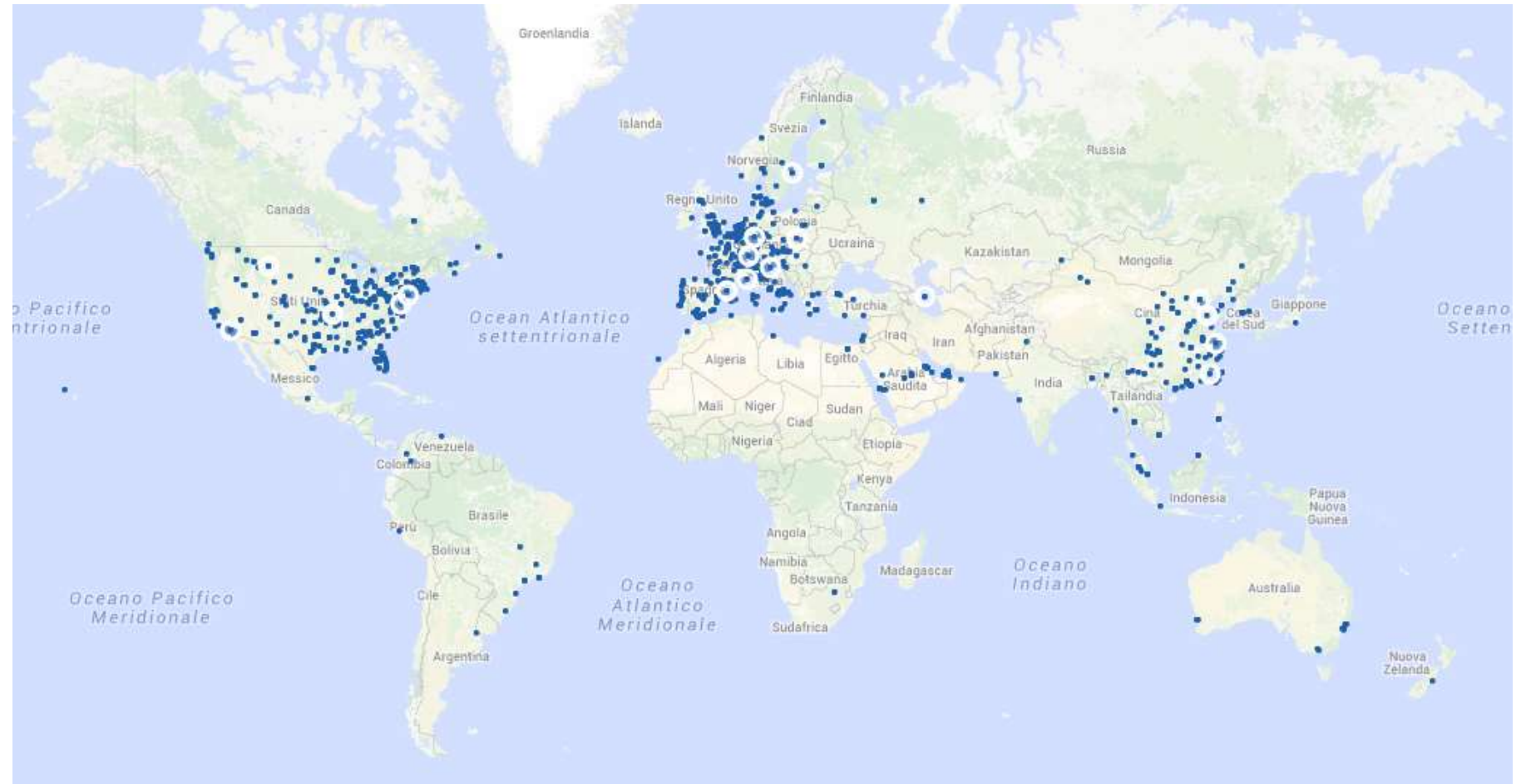
- It automates the Clinical Lab
 - From pre-analytical (tubes input)
 - Through analytical (analysis)
 - Till post-analytical (storage)



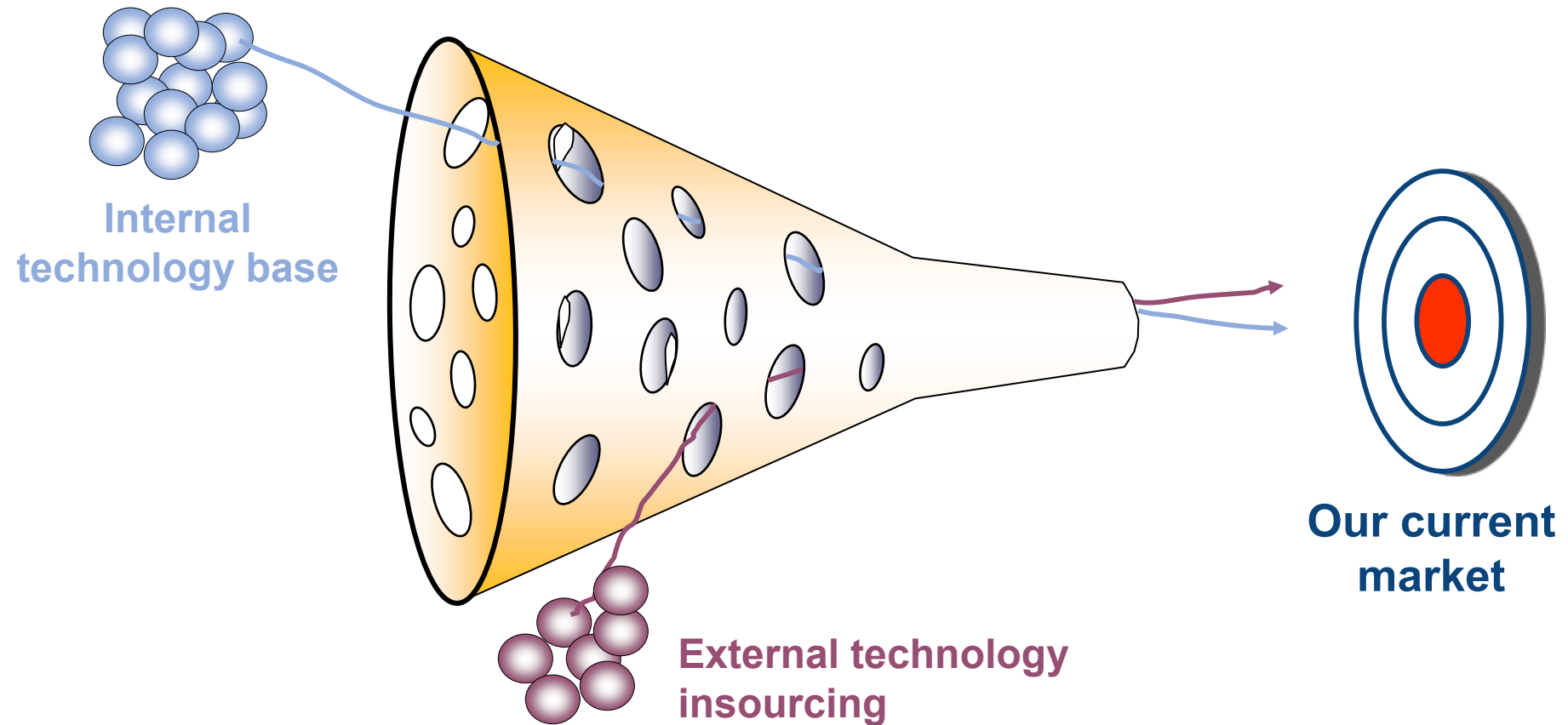
Inpeco Total Lab Automation System in the world

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

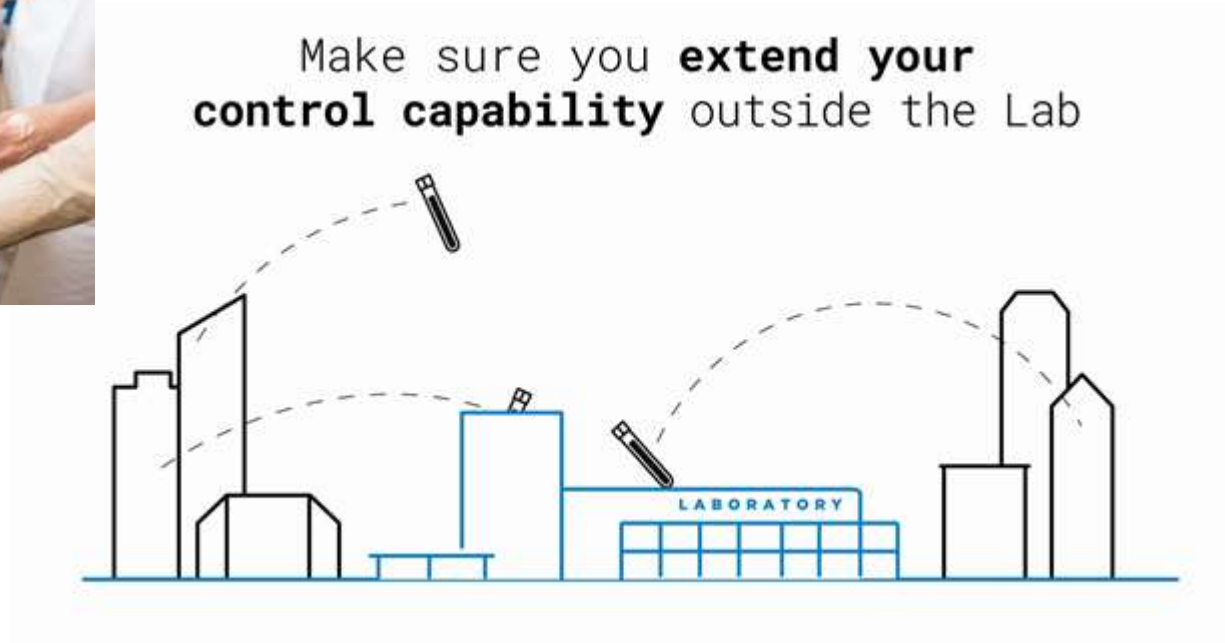


TLA/Open Innovation Paradigm 2/2

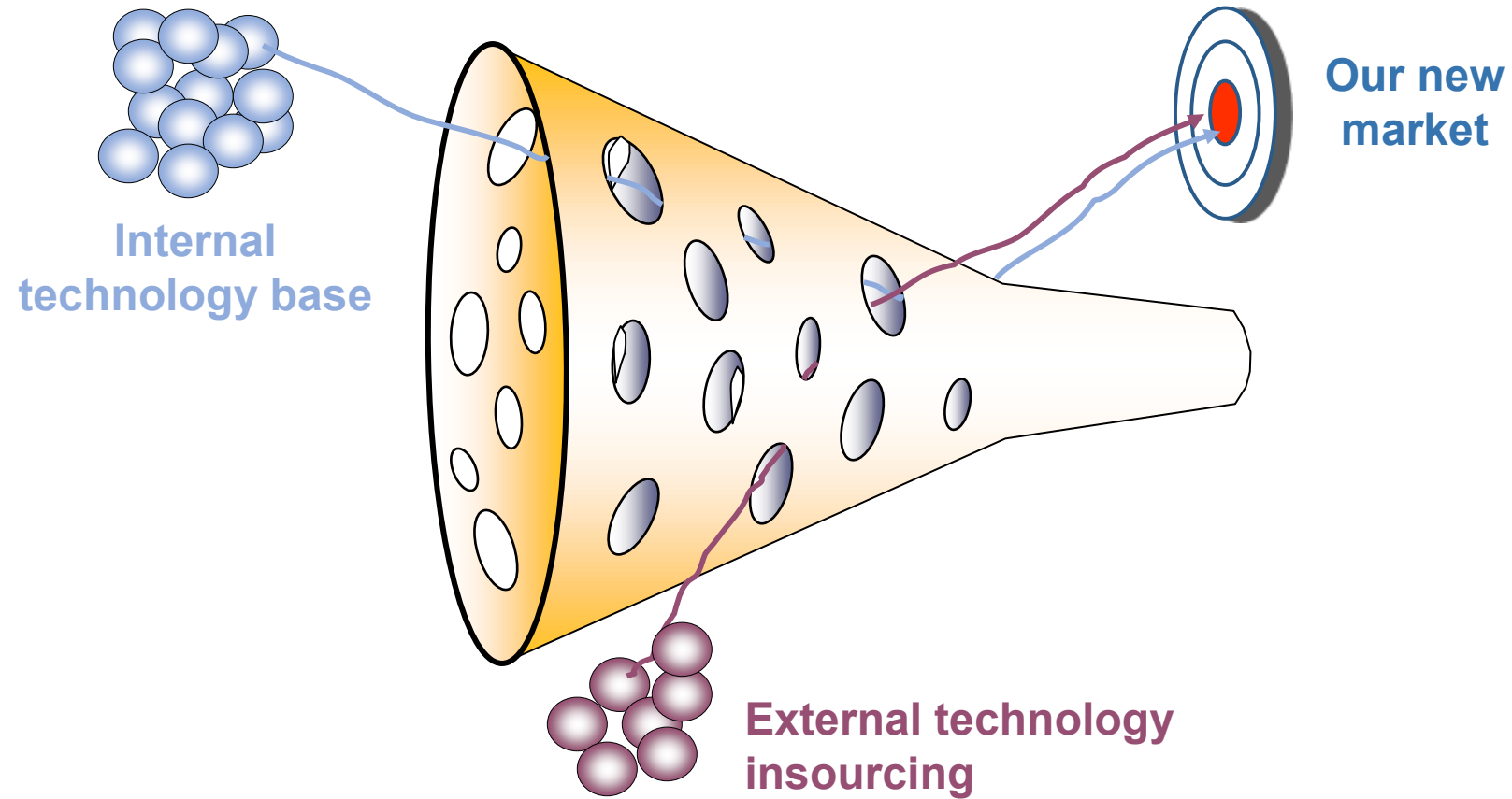
CONTRATTO DI RICERCA
Tra
il Politecnico di Torino, C.F. n. 00518460019, per il tramite del Dipartimento Energia (di seguito, per brevità, anche indicato come "Contraente") rappresentato dal suo Direttore Prof. Alberto Tenconi, nato a Gallarate (VA) il 30/07/1961 domiciliato per il presente atto presso la sede dell'Ente in Torino, Corso Duca 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 Pedrazzini, 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



ProTube/Open Innovation Paradigm 1/2



ProTube/Open Innovation Paradigm 2/2



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

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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.

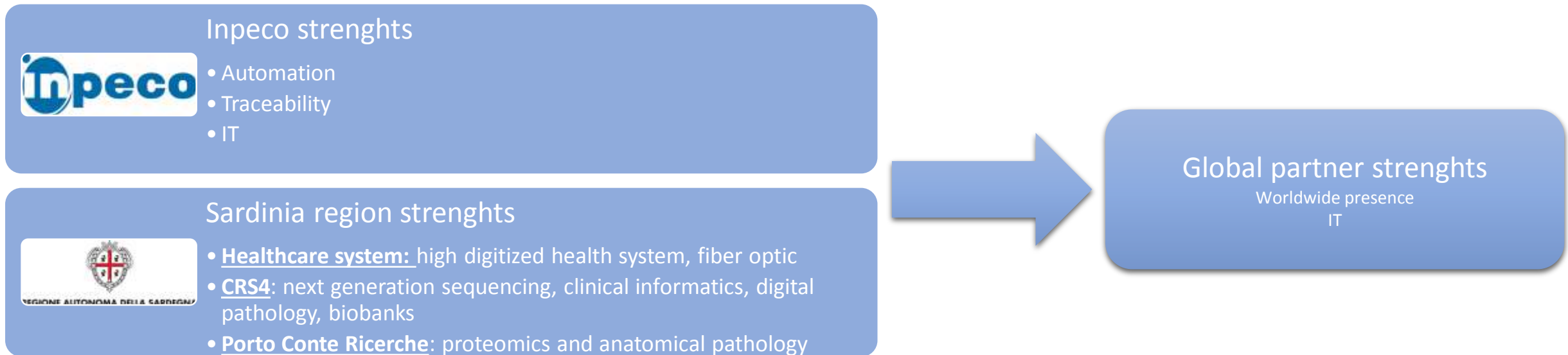
This projects starts in Sardinia region with the goal of building and testing here a prototype to export all over the world. In this Region Inpeco has been working with CRS4 and local IT companies for some years now; thanks to these long lasting relationships and to the advanced IT Health infrastructure 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 Mil€ 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 Mil€ 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 Pigiariu, said that the local government is happy to "be successful in attracting important and innovative companies at worldwide level such as Inpeco and Microsoft".

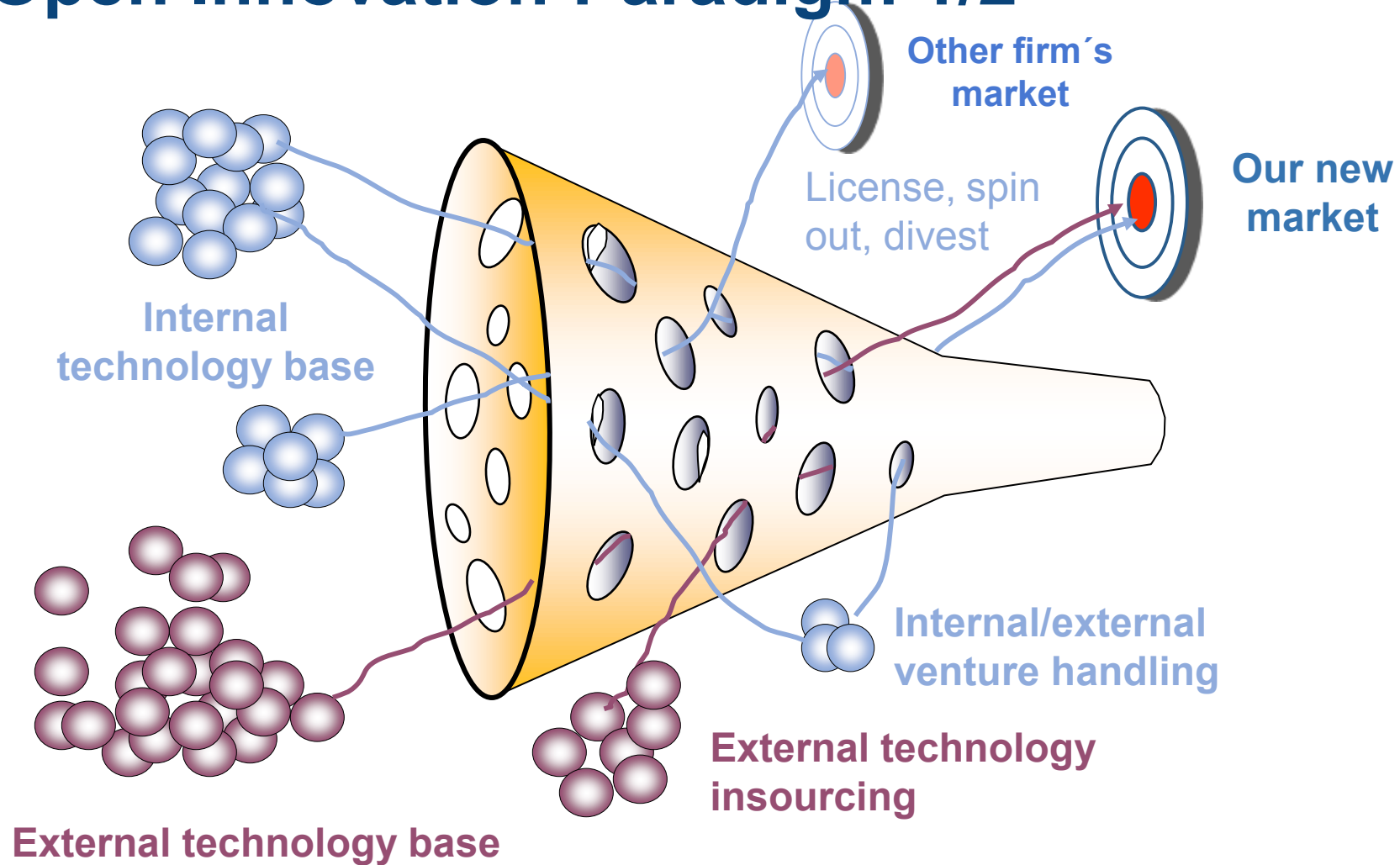
Based on the Memo of Understanding signed with Microsoft, the big IT Corporation will be on board bringing the competence to complete the "last mile" of the project, enabling a secure access to personal data, over the Cloud; Mr Carlo Purassanta commented: "Cloud Computing is an innovative tool that can 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".

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.

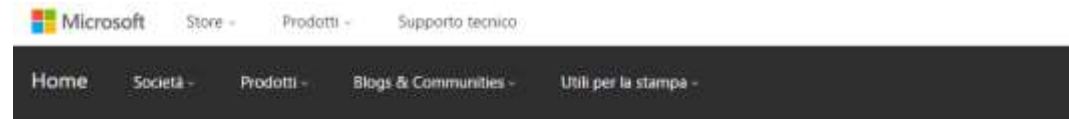


TPM/Open Innovation Paradigm 1/2



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TPM/Open Innovation Paradigm 2/2



Microsoft in Sardegna per l'archivio sanitario digitale con Inpeco

Publicato settembre 9, 2016 in Microsoft News Center



L'accordo che la Regione porta avanti con il gruppo Inpeco apre la strada a nuovi investimenti sul territorio e all'arrivo dell'innovazione Microsoft in Sardegna. Quest'oggi a Villa Devoto il Presidente Francesco Pigliaru, con l'assessore Raffaele Paci e il direttore del CRS4 Luigi Filippini, ha incontrato il presidente Inpeco Andrea Pedrazzini, Carlo Purassanta, amministratore delegato Microsoft Italia, Elena Bonfiglioli, Direttore Senior Health Industry Microsoft, e Anna Galantini, vice Presidente Inpeco.

IL PROGETTO DI RICERCA – A seguito del Protocollo d'intesa, firmato lo scorso dicembre dal presidente Pigliaru e dal presidente Inpeco Pedrazzini, il CRS4 e Inpeco hanno definito un progetto di ricerca per realizzare il prototipo di un nuovo modello di gestione delle informazioni riguardanti la salute e il benessere dei cittadini. Il progetto – che prende il nome di Total Patient Management (TPM) – ha l'obiettivo finale di gestire, tracciare, automatizzare e, soprattutto, controllare i processi di produzione dei dati clinici provenienti dalle strutture sanitarie e dai dispositivi personali nel rispetto assoluto della privacy. Saranno infatti studiati tutti gli aspetti etici, legali e sociali (cosiddetti ELSI), tenendo conto del nuovo paradigma secondo cui il paziente è detentore e gestore dei suoi dati sanitari. Al gruppo Inpeco (multinazionale leader nelle soluzioni per automazione e tracciabilità dei dati nei laboratori clinici) spettava la selezione di un importante partner tecnologico per la gestione dei dati in Cloud. La scelta è caduta su Microsoft.

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A red ribbon with a white dashed border and a white diagonal line pattern. The word 'PATENTED' is written in white, uppercase, sans-serif font across the center of the ribbon.

PATENTED