



# Forum BioTech – BioPharma

## May 16, 2019, Bio<sup>M</sup>, 9:00 - 16.30

at Bio<sup>M</sup> Biotech Cluster Development GmbH  
IZB, Gebäude West II, Am Klopferspitz 19a, 82152 Martinsried

Join our free scientific networking forum and benefit from a comprehensive day covering Biotech innovations in R&D, manufacturing and analytics of biopharmaceuticals.

Selected experts from Biotech and Biopharma business units represent our premier brands Thermo Scientific, Applied Biosystems, Invitrogen and Fisher Scientific.

### AGENDA

09:00-09:30	Registration	
09:30-09:45	Welcome and Introduction	Karl-Gerhard Hoppmann
09:45-10:00	Introduction Bio <sup>M</sup>	Andreas Berghammer
<b>10:00-11:15</b>	<b>Part I: Biopharmaceutical Development</b>	
	Biopharmaceutical purification - Overcoming challenges in downstream processing of new molecule formats	Gregor Richter
	Multi Attribute Method for advanced biopharmaceutical development	Marc Günder
	Biopharmaceutical Characterisation: Peptide Mapping, Intact Proteins, Glycan Analysis, Antibody Drug Conjugates, Host Cell Proteins	Alexander Ley
	Interactive Panel Discussion	All
11.15-11.30	Networking Break	

**Register at:**

[eu.fishersci.com/go/forumbiotech](http://eu.fishersci.com/go/forumbiotech) or [thermofisher.com/forumbiotech](http://thermofisher.com/forumbiotech)

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## AGENDA

### 11:30-13:15 **Part II: Genome & Cell Engineering**

	Cutting edge tools for mammalian cell engineering	Alexander Schneidereit
	Cloning technologies – past, present, future	Angela Bahlo
	Cell protection in your incubator, Cell Locker	Rainer Harzenetter
	Evolution in flow cytometry – high speed, precision & sensitivity for cell analysis	Bastian Kindermann
	Interactive Panel Discussion	ALL

13:15-14:15 Networking Lunch

### 14:15-15:45 **Part III: Business Tools & Solutions**

	Platform for Science™ within Digital Science	Ron Kessels
	Common pitfalls in product development from a supplier perspective	Claudia Steffen
	Seamless eCommerce solutions by Fisher Scientific	Bart Hersmus
	Extend your resources, elevate your sciences with Thermo Fisher Financial Services	Ralf Kern
	Interactive Panel Discussion	ALL

15:45-16:30 Wrap-up

16:30 Open Networking

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<b>Speaker - May 16, 2019</b>	<b>Title / Division</b>
Karl-Gerhard Hoppmann	Vice President Corporate Accounts - Thermo Fisher Scientific
Dr. Andreas Berghammer	Bio <sup>M</sup> Strategic Management
<b>Part I: Biopharmaceutical Development</b>	
Gregor Richter	Sr. Bioproduction Sales Representative Bioproduction Division
Marc Gunder	Expert Sales Support EMEA Biopharma Chromatography and Mass Spectroscopy Division
Alexander Ley	Commercial Development Manager EMEA Life Science Chromatography and Mass Spectroscopy Division
<b>Part II: Genome &amp; Cell Engineering</b>	
Alexander Schneidereit	Sr. Technical Sales Specialist - Bioscience Division
Angela Bahlo	Technical Sales Specialist - Bioscience Division
Rainer Harzenetter	Team Leader Product Sales - Laboratory Product Division
Bastian Kindermann	Product Specialist - Bioscience Division
<b>Part III: Business Tools &amp; Solutions</b>	
Ron Kessels	Product Specialist - Digital Science
Dr. Claudia Steffen	Sr. Business Development Manager - Licensing and Commercial Supply
Bart Hersmus	Sr. Product Specialist - Fisher Scientific Channel
Ralf Kern	Regional Leasing Manager DACH - Thermo Fisher Financial Services



# Abstracts: Forum BioTech - BioPharma

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### Part I: Biopharmaceutical Development

**Biopharmaceutical purification - Overcoming challenges in downstream processing of new molecule formats: Gregor Richter, Sr. Bioproduction Sales Representative, Bioproduction Division**


Overcoming challenges in downstream processing of new molecule formats. Removing product and process related impurities with innovative, tunable affinity chromatography sorbents and high performance polishing resins.

**Multi Attribute Method for advanced biopharmaceutical development: Marc Günder, Expert Sales Support EMEA Biopharma, Chromatography and Mass Spectroscopy Division**

As an element of regulated good manufacturing process, the determination and monitoring of critical quality attributes (CQAs) for a biotherapeutic compound, including monoclonal antibodies, is essential for lot release and acceptance with regulatory agencies<sup>1</sup>. Typically, a battery of separation techniques including HILIC, SEC, CEX, and rp-HPLC are used in conjunction with UV spectroscopy, NMR, and even with blotting techniques like ELISA to comprehensively measure these attributes and assess purity. The multi-attribute method, developed by Rich Rogers at Amgen, depends upon accurate mass and high resolution mass spectrometry to provide an additional dimension of separation that yields most of the same information in a single method and with greater specificity for important attributes providing a deeper knowledge of the product.

**Biopharmaceutical characterisation: Peptide Mapping, Intact Proteins, Glycan Analysis, Antibody Drug Conjugates, Host Cell Proteins: Alexander Ley, Commercial Development Manager EMEA Life Science, Chromatography and Mass Spectroscopy Div.**

Biopharmaceutical drug products can require many different orthogonal analyses, to ensure they are safe and fit for purpose. This talk discusses the key analytical methods in use today and their application in the biopharmaceutical drug development pipeline.



## Part II: Genome & Cell Engineering

**Cutting edge tools for mammalian cell engineering: Alexander Schneidereit, Sr. Technical Sales Specialist, Bioscience Division**

The ability to target and cut a user-defined genomic locus is a long sought goal with the potential to enable genome engineering and genetic regulation of diverse cell types. The CRISPR/Cas9 system has made major impact over the past years in the field of genome editing. GeneArt® CRISPR solutions offer a simple-to-use tool for this application, and are completed by the GeneArt® TALENs solutions to allow efficient Knock out and Knock in of any genomic locus, as well as functional genetic screening.

**Cloning technologies – past, present, future: Angela Bahlo, Technical Sales Specialist, Bioscience Div.**

With the discovery of restriction enzymes in the 1970s, molecular cloning has triggered great successes within the life sciences and has become a standard laboratory technique. Nowadays a number of different methods, technologies, and protocols are available for performing the actual cloning reaction. To choose the one that best meets your needs, you will need to analyze the parameters of your experiment and plan ahead for any downstream procedures. The presentation discusses several highly efficient cloning technologies, from restriction enzymes to gene synthesis.

**Cell protection in your incubator – Cell Locker: Rainer Harzenetter, Team Leader Product Sales, Laboratory Product Division**

The Thermo Scientific™ Cell Locker™ System provides security for your most sensitive cells through the use of protected chambers. Up to six autoclavable polycarbonate chambers divide the CO<sub>2</sub> incubator allowing you to isolate individual cell types or projects to help prevent cross contamination.

**Evolution in flow cytometry – high speed, precision & sensitivity for cell analysis: Bastian Kindermann, Product Specialist Bioscience Division**

NxT Level of Flow Cytometry. We dissected a conventional flow cytometer in every single piece and reinvented the way of flow cytometry. Dive with us into the world of Flow, Color and Acoustics! We will give you insides into the most important hardware components and how they play together to enable faster and bigger achievements in your lab. The journey starts with the optics where only the finest components from market leaders were integrated. We will visit the fluidics and show how this concept of aligning cells was challenged by us and how we found an innovative and award-winning solution which enables high-end data quality at unmatched high speed.

We will show you how easy the Attune NxT can be integrated in a High-Throughput environment with industry standards (IQ/OQ) and a superior software suit.



## Part III: Business Tools & Solutions

### **Platform for Science™ within Digital Science: Ron Kessels, Product Specialist, Digital Science**

The scientific digital ecosystem is changing how science is done. One major driver in the path of transformation is lab productivity.

Our Digital Science capabilities include electronic laboratory notebook (ELN) technologies, laboratory information management systems (LIMS), and scientific data management solutions (SDMS). These solutions can be deployed on premises or in the cloud to meet our customer's IT infrastructure requirements.

- Presentation of the Platform for Science Software (PFS), a cloud-based laboratory and data management solution
- Benefit of using PFS for BioTech labs
- How PFS enhances the way data is used in a Lab thru a cloud first, Platform approach

### **Common pitfalls in product development from a supplier perspective: Claudia Steffen, Sr. Business Development Manager, Licensing and Commercial Supply**

Bringing a Diagnostic to market is an incredibly time consuming and challenging process. From concept, to development, to regulatory, and through commercialization there are so many pitfalls where the process can get slowed down or stopped. We hear about these issues constantly as we supply technologies to nearly all the major diagnostic companies in the world.

Our visibility to these challenges across our Diagnostic customers, large and small, gives us a unique perspective and insights on the industry that only a supplier to such a broad base of customers could see. It allows us to get an understanding of what makes the most successful companies successful and where others struggle.

### **Seamless eCommerce solutions by Fisher Scientific: Bart Hersmus, Sr. Product Specialist, Fisher Scientific Channel**

Giving an outlook on Thermo Fisher Scientific's corporate digital vision is the start for a quick view into the digital capabilities of Fisher Scientific - the lab supply specialist in the market.

Today's efficient e-commerce platforms are allowing Biopharma Start-ups and mature companies to streamline their processes, saving costs and shifting budget and resources into departments where they are needed. In order to increase productivity from beginning on you can stay focussed on your core activities: R&D, Production and Quality Control. Learn how to implement these digital tools into your daily business. Don't waste your time with manual order processes!

### **Extend your resources, elevate your sciences with Thermo Fisher Financial Services Ralf Kern, Regional Leasing Manager DACH, Thermo Fisher Financial Services**

We will talk about what Thermo Fisher Financial Services can offer for you to extend your resources with immediate use of the equipment, fixed payments, preservation of capital budget, special program for biotech and start up companies as well as creative payment solutions, upgrade options and how to generate positive cash flow.