



Intelligent automation – wise investment

Laboratory Automation

Laboratory processes have literally been industrialized over the last 30 years. Important parameters such as throughput, liquid volumes and quality of results have changed fundamentally.

Not only has automation accelerated clinical diagnostics and drug discovery but as well increasingly supports basic research. With new and innovative instruments an increasing range of applications becomes addressed.

In the nineties pioneering projects such as in HTS (high throughput screening) were not always crowned by success. Fortunately today with advances in project management, flexible software platforms and robot friendly equipment, laboratory automation projects can predictably be completed to full satisfaction of the customer.

Experience as key to success

The more experience from previous laboratory automation projects a team has gathered, the higher is the probability of reaching an ideal project result. At Innoco end users and equipment manufacturers take advantage of more than 27 years experience in conceptual design, development and implementation of efficient solutions.

What you get at Innoco

The success of your project is most important for Innoco. Innoco supports you with the following activities:

- analyzing processes
- writing requirement specifications
- conceptual solution design
- solution assessment and evaluation
- optimizing supplier conditions
- project management
- performance acceptance tests
- internal and external marketing



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Innoco innovation consulting

Donat Elsener, founder of Innoco GmbH, holds degrees in electrical engineering and business administration. He has gathered more than 22 years of professional experience. After completing studies, he worked as developer for a supplier of semiconductor assembly robots. Five years later he moved into laboratory automation where he acted for more than 17 years in various management positions. Stations in his career so far included leading positions in R&D, sales and marketing up to innovation management with comprehensive responsibilities on executive management level.

Donat Elsener accumulated a deep and broad wealth of experience through far more than hundred development and customer projects in laboratory automation.



Some examples of professional success:

Instrument development

- Conceptual design and significant development work on a new generation of modular laboratory robots which set a long lasting new standard in the market. In the meantime over 10 000 systems have been sold and generated revenues of more than CHF 500 Mio.

Clinical Diagnostics

- Development of a fully automated open blood analyzer
- Conceptual design, sale and implementation of an innovative high throughput robot for infectious disease testing. Beyond others, the system was daily used by the largest European blood bank.
- Conceptual design and sale of the largest forensic genetic sample processing system worldwide

Biopharma

- Conceptual design and implementation of numerous HTS systems for biochemical and molecular biological assays
- Conceptual design, sale and implementation of various sample preparation systems (including weighing, dissolution, labeling, reformatting and replicating steps)
- Planning and sale of sample logistic and storage systems for solid and liquid samples down to -80°C

Additional information available at:

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