Celonic AG

www.celonic.com

Superior quality biologics

Celonic is a private Swiss biotech company specializing in the production of recombinant proteins in mammalian cell systems for use in any stage of drug development—proof-of-concept (research), preclinical (non–good manufacturing practice (GMP)) or clinical (GMP). Its GMP facility in Basel offers comprehensive services for the development and GMP production of biopharmaceuticals.

Konstantin Matentzoglu, who joined Celonic as CEO in 2014, has set out to bring the company to a new level. He shared his vision in a conversation with BioPharma Dealmakers.

BPD: How can you describe the role of Celonic in the biotech world?

KM: Celonic is a CMO [contract manufacturing organization] for the production of biologics. Our services cover the establishment of regulatory-compliant high-yield-production cell lines, the development and optimization of analytical, upstream and downstream processes and the GMP production of active pharmaceutical ingredients. We provide services to the biopharmaceutical industry globally with a focus on the well-developed and regulated markets.

BPD: Tell us about the current business model and what you want to change.

KM: Celonic is a portfolio company within the family-owned, globally acting JRS Group. This creates unique opportunities for us, since JRS's philosophy is based on an integrated development approach, which facilitates internal collaborations and support between the portfolio companies in the family to cover all aspects of drug development up to commercialization.

We assessed our competitive landscape worldwide and analyzed the business models. Subsequently we benchmarked how we had done business in the past and designed a strategy to improve all aspects of our laboratory and business processes.

We are developing the company toward total quality management and business excellence throughout all processes in the entire company. This will be achieved by enforcing process ownership for all our business processes (e.g., quality sciences, human resources, marketing and sales, customer-relationship management, accounting) and by the establishment of suitable process indicators that allow for monitoring and controlling the improvement process over the entire company over time. We aspire to achieve full transparency of the business within 5 years and open up the company so it stays competitive with the rest of the world.

BPD: How do you anticipate growing the business in the future?

KM: Celonic is one of the founding partners of The Biosimilars Group, an alliance of five specialized partners, each with its solid core competence to form a unique team to develop biosimilars. We are also looking to partner in order to evolve from a drug-substance-producing CMO to a comprehensive single-source provider for drug development through commercial manufacture as a CDMO [contract development and manufacturing organization].

CONTACT DETAILS

Lysiane Dietsch, Director, Marketing & Communication
Celonic AG
Basel, Switzerland
Tel: + 41 (0) 61 5649 171
Email: lysiane.dietsch@celonic.ch

QUIDEL CORPORATION

www.quidel.com

MicroVue Pan-Specific C3 Reagent Kit – A novel approach to fill the gap of animal-specific Complement ELISAs.

Quidel MicroVue is a well-established name in biochemical bone markers, immune system monitoring and assays for the assessment of Complement activation. Quidel's product list is extensive, offering ELISA assays, depleted sera, proteins, monoclonal and polyclonal antibodies, antisera, antigens, controls, and special reagents.

Looking to expand the methodical arsenal of Complement analysis in animals, Quidel marketed the Pan-Specific C3 Reagent kit (RUO product). These reagents convert the activity of C3 in an animal specimen to human SC5b-9 that is detectable with the MicroVue SC5b-9 Plus EIA kit. The method allows sensitive and quantitative measurement of C3 in animal plasma or serum, which, to the extent C3 has been consumed prior to the assay, also provides a measure of prior Complement activation. The assay enables preclinical immune toxicology testing of C-mediated (pseudoallergenic) adverse drug effects.

Contact details

Patrick Sexton, Director, Commercial Operations Quidel Corporation, 2005 East State Street Suite 100, Athens, OH 45701 USA
Tel: + 1-858-552-1100 | Email: patrick.sexton@quidel.com

SINGLE CELL TECHNOLOGY

www.singlecelltechnology.com

To all antibody hunters: "Have you screened enough?"

Does this question haunt you? If so, please contact Single Cell Technology (SCT), designated "Most innovative new antibody technology" at the 2013 Protein Engineering Summit. Going well beyond inefficient hybridomas and less specific synthetic display libraries, SCT directly interrogates a large number of native B cells, especially plasma cells, to identify hundreds and even thousands of unique antibodies using an elegant miniaturized assay. We leverage the latest advances in microfabrication, next-generation DNA sequencing, molecular biology, mechanical engineering, bioinformatics and microarray technology. SCT's revolutionary screening platform enables a multi-host campaign and an in-depth analysis of a host's humoral response to yield the Antibody Atlas—a massive database capturing the essence of an antibody repertoire: kinetics, paratope family, functional activity, paired V_H and V_L sequence. Such multidimensional information allows you to rapidly triage the most promising candidates.

With the Antibody Atlas, you can finally answer "Yes!" to "Have you screened enough?"

Contact details

Jim Bowlby, Chief Operating Officer, Single Cell Technology Inc., 6280 San Ignacio Ave., Suite E, San Jose, CA 95119, USA
Tel: + 1-408-642-9740 | Email: jim.bowlby@singlecelltechnology.com