

YOUR INNOVATIONS. OUR PASSION.

Discover the Berthold Partnering Solutions
advantage



INTERESTED IN OEM?

We are a premier OEM provider for system design and development in life sciences & medical technology

We are a privately held technology leader in life sciences with more than 70 years of experience in the development of optical, radiometric, imaging, liquid handling and automation solutions. It is our mission to use the power of science to change lives which drives our passion for innovation.

We believe in the value of partnerships. Our partnering and licensing efforts are designed to meet your specific business challenges. Whether you are looking to outsource a complex design, searching the market for the right components or modules to accelerate your own product development project, or looking for a partner to take a device design directly into production, even where regulatory and documentation requirements are high, you can rely on Berthold Partnering Solutions.

Together, we can meet your current and future business goals.



DISCOVER THE BERTHOLD PARTNERING SOLUTIONS ADVANTAGE

Making the complicated simple

Together we can

- **Deliver accredited quality**

We are certified against ISO 9001, ISO 14001 Environmental and ISO 45001 Health and Safety standards.

- **Reduce complexity**

Build a winning solution by leveraging our supply chain, facilities and logistics.

- **Create a better customer experience**

Earn a first-class reputation for your reliability, resilience and performance.



Are you looking for an OEM supplier who has the capability to provide solutions ranging from a single custom component to an entire analytical product portfolio with your name and logo? Using a single source supplier is the key to reducing complexity and costs and maximizing market opportunities.

OEM Manufacturing

As an ISO 9001:2015 certified company, we deliver consistently high quality and focus on continuous improvements in all our operations.

At the Bad Wildbad site in the Black Forest, all requirements of the ISO 9001 standard are met. From there, we ship our products all over the world.

We carry out international approvals, e.g. according to UKCA, NRTL or CE. Regular customer audits confirm the compliance and performance of our manufacturing site.



From idea to product

You have an innovative idea for a unique product? With our flexible process from idea to product, we can seamlessly integrate into your project at any time and support you exactly where you need it.

But even after the product has been launched on the market, we will be at your side to ensure that your product remains fit for the future. Tell us your idea and together we can design a winning solution.

1 Idea

- Your ideas and general framework
- Customer needs & intended use
- Desired overall project timeframe
- Development of user requirements



2 Concept

- Development of specifications
- Concept options and feasibility for the realization of the solution



3 Engineering

- Phased product realization
- Risk analysis
- Project management & documentation
- Design and prototyping



4 Validation

- 0-series
- QC methods & validation process
- Creation of approval documentation



5 Manufacturing

- Complete quality assurance
- Initiation of the series production
- Establish robust parts logistics
- Packaging that reflects your brand
- Product launch



6 Life Cycle Management

- Post-market analysis
- Regular team meetings
- Adaption to changed standards
- Replacement of discontinued components
- Consulting & service



Life Cycle Management

The development and approval of innovative devices requires a high level of investment, especially if further approvals are required in a regulated environment. That is why we support you well beyond manufacturing with comprehensive lifecycle management.

Whether a design update is required due to product updates or the replacement of discontinued components, we are there to help you secure your investment for as long as possible.



PRODUCTS AND APPLICATIONS

Your product. Your way.

Are you looking for an OEM supplier who is able to develop a complete system solution?
Or do you need a customized system adapted to your needs to accelerate your time to market?

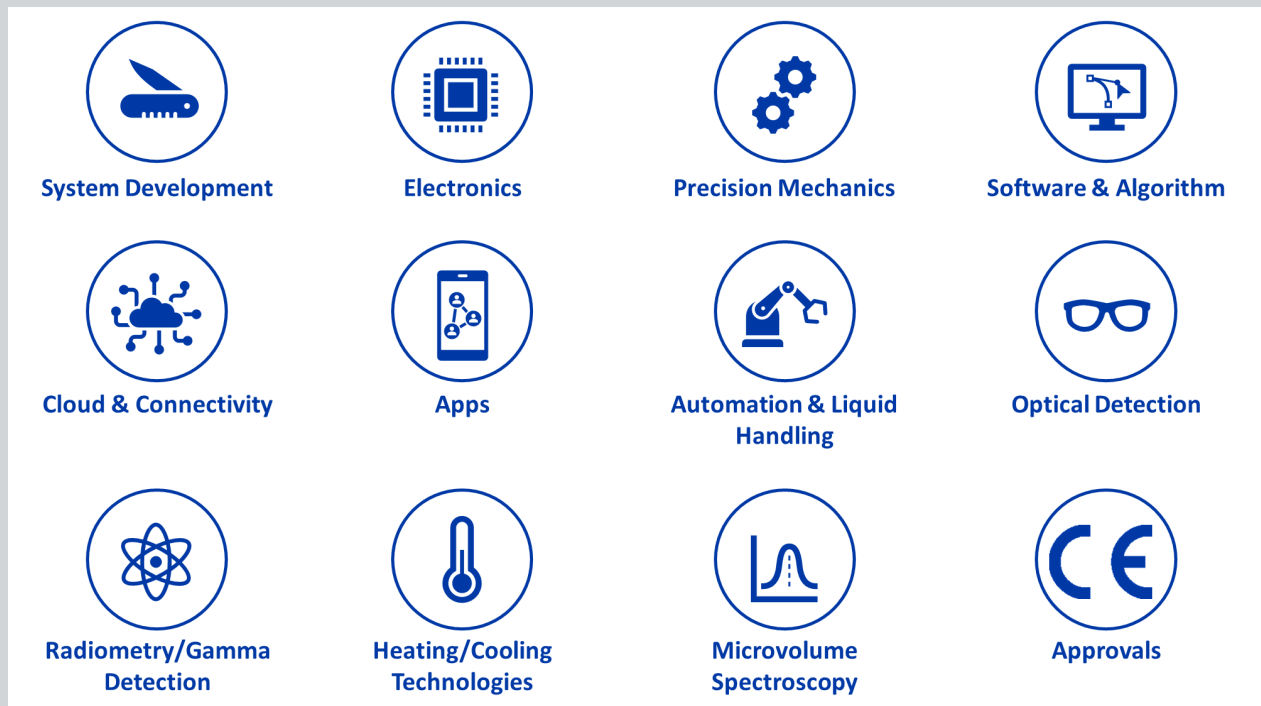
Berthold, with its wide range of instrument, measurement solutions and accessories, is the key to reducing complexity and costs and can help you to maximise your market opportunities.

Why promote another supplier's product when you can offer your customer a solution with your name on it?



Our technological expertise

Our many years of technological expertise have resulted in successful product developments and partnerships. We are the specialists in mechanics, renowned for our expertise in optics (e.g. absorption, fluorescence, luminescence and optical sensors), providing engineering excellence in automation, liquid handling, system design and system integration for life science/analytical instrumentation and medical devices.



3 different ways to the same goal: satisfied customers

OEM System Development

Tap into our expertise and bring a winning solution to market while focusing on your business.

Our dedicated OEM team can help you design a solution that fully covers your needs and results in a product, your way!

Customised OEM Solutions

No matter whether you simply want to transfer an existing system into your branding or add new features to it, we provide customisation you can rely on.

ELISA OEM Modules

Our ELISA OEM modules can be easily adapted for stand-alone use or as part of an integrated solution, e.g. for use in your automated workflow, reducing your project's time to market and risk.

Discover our ELISA OEM modules - fully integratable or stand-alone

We offer several ready-to-use ELISA workflow modules that cover the entire ELISA workflow and can be used stand-alone.

When used in combination, they provide ELISA walkaway-automation.

STANDALONE

ELISA Reader:

- 96-well
- 8-channel
- 8 optical filters

ELISA Washer:

- 8-way strip washer
- 3 wash liquids & 1 waste bottle
- Optional shaker and/or incubator function

ELISA Dispenser:

- 4 reagent dispenser
- Optional shaker and/or incubator function

INTEGRATED

ELISA Washer & Dispenser:

- 8-way strip washer
- 4 reagent dispenser

ELISA Reader & Washer:

- 8-channel reader
- 3 wash liquids & 1 waste bottle
- Optional shaker and/or incubator function

FULLY INTEGRATED

ELISA Assay Workstation:

- ELISA walkaway automation



Why ELISA OEM modules?

■ Faster time to market

Ready to use and easily modifiable building blocks speed up the development of your new system.

■ Compliance with industry standards

Compliance with important norms and standards is already guaranteed. This further reduces the project risk.

■ Designed with the user in mind

Each module already meets a variety of key requirements, so we can focus on your most important needs from the outset.

CERTIFICATIONS

Quality and reliable approval with first-hand advice

Insufficient traceability or lack of quality control and documentation can have serious consequences in regulated markets such as in-vitro diagnostics. That is why we integrate our quality team at the start of our joint development to ensure that all necessary quality processes and regulatory compliance are considered from the outset.

We are committed to continually enhance our processes and service quality to support you meeting regulatory and legal requirements in a constantly changing environment. We are certified according to



What our partners say about us



Gérald de Patoul
Chief Business Development Officer
Vésale Bioscience SRL

„As a startup operating in the medical field with superior technology related to phage therapy, we recognize the importance of creating strong strategic partnerships to facilitate our market entry and ensure rapid growth. After careful evaluation, we have identified Berthold as an ideal partner for our organization. Berthold possesses the optimal company size, being sufficiently small to offer flexibility and a customer-oriented approach, while also having the necessary resources and capacity to support us once our business gains momentum.

TRANSFORMING SCIENCE INTO SOLUTIONS



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