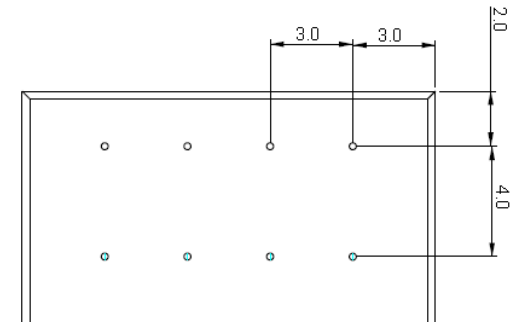
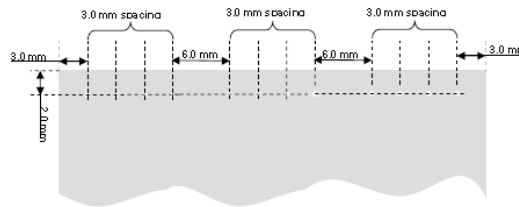
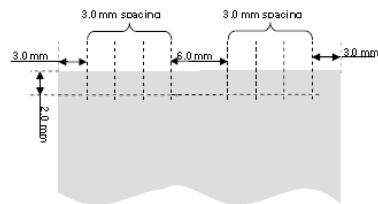
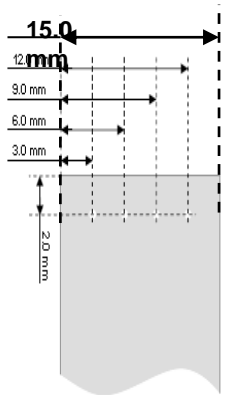




MF12 Microfluidics Consortium

Briefing for prospective members



About Centre for Business Innovation (CfBI)

- **CfBI (=Centre for Business Innovation)** span off from a UK government think-tank (the Centre for Exploitation of Science and Technology) in 2009
- From our Cambridge, UK base our successful formula of managing blue-chip consortia has now expanded around the globe.
- In a spirit of Open Innovation our consortia are designed to fit commercial member needs around fast moving areas of science and business process. These Include:
 - Open Innovation / Big Data
 - Inclusive Design
 - **Microfluidics**
 - Corporate Venturing
 - Graphene / Carbon Nanotubes
 - Social Media for Business
 - Medical Adherence
 - Commercial Drones
- Members of our consortia include: Schneider, Abbott, Astra Zeneca, GSK, Bosch, Philips, Danaher, Airbus, Proctor and Gamble, NICE, EFPIA, TEVA, Vodafone, HP and SkyTV
- We are 100% funded by the members of our consortia and only act in their interests. We do not sell consultancy, hold IP, benefit from subsidy or carry large overheads.
- Visit www.cfbi.com for more information and check out our latest briefing.

House Rules for CfBI Consortia

RULES

1. YOU CAN....
2. YOU CAN'T...
3. YOU CAN....
4. YOU CAN'T

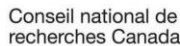
- Member organisations join for an initial period of 12 months (corporate membership costs US\$5k for organizations with < 30 staff; US\$10k < 150 staff and \$US15k > 150 Staff) allowing 1,2 or 3 seats respectively. (There are deals for Research Institutes and also clusters of small companies wanting to share a ticket).
- They renew their membership each year.
- The Members of the Consortium decide what it does, who it invites to participate and what (if anything) it makes public.
- Consortia meet 5 – 7 times per year at member sites worldwide and online.
- There is no “Non-Disclosure Agreement” or “Intellectual Property Agreement” involved in joining a consortium (so if you have a secret, don't tell!!). Sometimes NDA's and IPA's are signed for specific sub-projects.
- Consortia act >only< in members' interests which typically include:
 - Accelerated learning
 - Reducing costs
 - Influencing stakeholders... while doing a few deals on the side
- CfBI facilitates the work of each consortium responding to member needs.

Microfluidics Consortium: Key Drivers

- Our **Mission** is to grow the market for Microfluidics enabled products and services
- Our **Members** decide what we do and how we do it .. We are not constrained by subsidy, national interests, IP ownership or public disclosure requirements
- Our **Reach** is global. We started out in 2009 with the target of reaching players from across Europe ... but now have nearly half our members in the USA and send study tours to Japan, Singapore & China .. Which we can also reach online

MF12 Members

28 Organisations from 10 Countries



PERSPECTIVES ON LAB-ON-A-CHIP,

Want to join us? Its easy and there are subscription deals for companies of all sizes as well as research organisations.

- Learning about and sharing solutions across applications
- Encouraging platforms, standards and design guidelines

... to **drive down costs**

- Engaging with industry influencers such as healthcare regulators, IP offices and funders
- Evangelizing about new opportunities/successes

... to **drive up volumes**

...While building trust, finding win/wins and facilitating deals

....to **help our members get ahead.**

Our Members Meet..



- **In private ‘closed’** meetings (6 per year) to
 - Identify new opportunities / challenges
 - Find shared interests
 - Engage with industry influencers
 - Form policies
 - Build a trusting community where deals can be done
- **In public ‘open’** meetings (2 per year) with invited audiences of non-members to
 - Promote member products and services
 - Promote our policies / formats
 - Win new members
- **Hosted by leading players** around the world (also study tours to non-member organisations)
- **In Cyberspace** where we also have a very strong internet / social media presence to promote good practises as well as our members news feeds and job advertisements .. We are using next generation networking platforms

The MF Consortium has



..Visited

- SonyDADC Salzburg (manufacturing)
- Johnson and Johnson Beers / New Brunswick (R&D / Global HQ)
- Philips Eindhoven (R & D)
- IMT Switzerland (Production)
- ST Microelectronics Milan (R &D)
- National Panasonic Osaka (R & D)
- SIMTech Singapore (R & D / Production)
- MIT Boston (Research)
- Cambridge UK (Research)
- Agilent Karlsruhe (R & D)
- Uni Twente / Micronit Enschede (R & D)
- UCSB / Stanford
- UCSD / Illumina (HQ)
- Biomerieux (R & D)
- Chinese Academy of Sciences (China)
- UC Berkeley

..Invited Expert Witnesses from

- NICE
- Medicare
- European Patent Office
- US Patent Office
- Caliper Life Sciences
- European Commission
- University of Cambridge
- University of Nagoya
- Mass. General Hospital
- Diagnostics for All
- Wyss / EmulateBio
- Astra Zeneca
- Roche
- Lonza
- FDA

Successes (i)



- We have grasped the initiative on **standards and design guidelines** with links around the world propose pragmatic steps towards these
- A considerable & growing number of member-member agreements including
 - Design Agreements (eg chip holders)
 - Supplier / Purchaser Contracts (including volume manufacturing)
 - Joint bids for research funding
 - Commercial Partnerships
 - Sharing of market and IP intelligence
 - Numerous NDAs
 - Hiring Staff
- To **support members IP agenda** we highlight “prior-art” in the public domain to make it more difficult for weaknesses in the patent assessment processes allowing basic knowledge to be “re-patented”

Successes (ii)

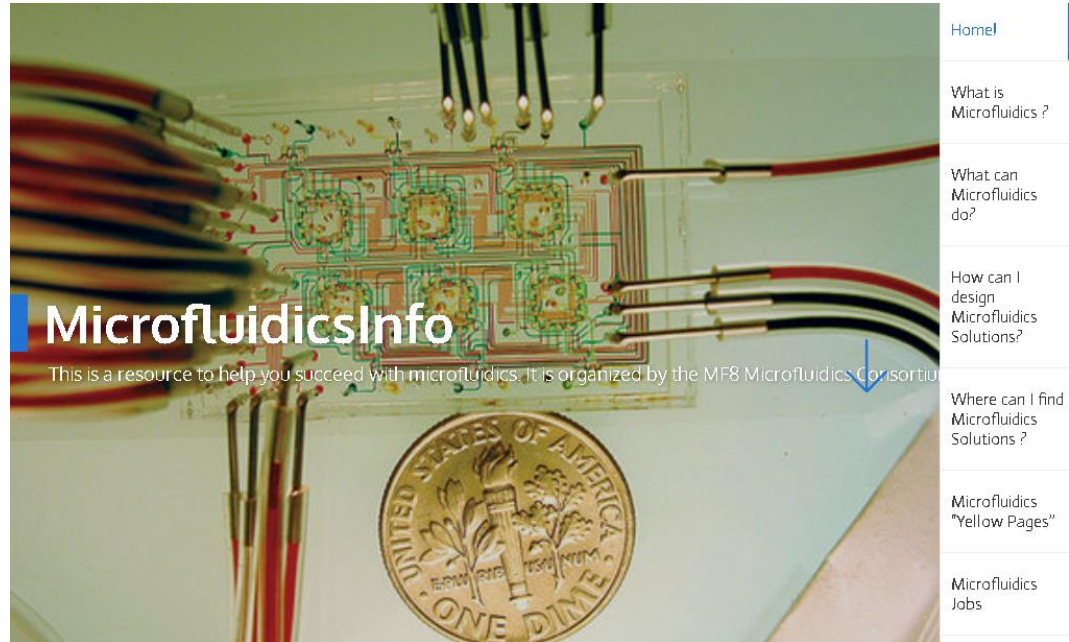


- Engagement with important industry players such as NICE , Medicare, European Patent Office, Caliper LS, FDA to promote our ideas and initiatives
- We organised study tours to best in breed organisations in Japan, Singapore and China leading to return visits and commercial discussions with major players
- We have created the “ParticleGEN” co-development consortium – where a group of MF11 members are working together to develop a new generation of microfluidic enabled coating technology for APIs, biomolecules and more – at industrial scale for therapeutic applications. This is being funded by lead customers from around the world who are helping specify the system they need in exchange for exclusive/early access to the first products. There is no public money involved!!
- We have been innovative in our response to the Pandemic quickly moving online & global – expanding our reach and delivery processes to support our members
- We continue to experiment with initiatives and events to add value to members

www.microfluidicsinfo.com is the public face of the consortium. By member agreement, it was created to help people get started in microfluidics ..

It has now grown to include:

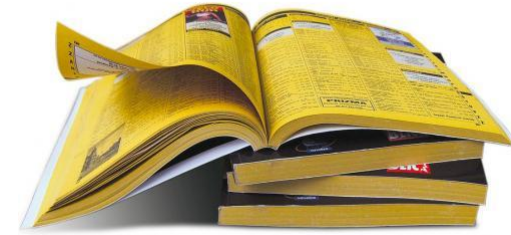
- A RSS newsfeed (If you have press releases we would be happy to syndicate them!)
- White Papers
- Useful links
- IP “prior art”
- A jobs section
- A CV section
- Directory of microfluidics industry players (jv with Royal Society of Chemistry)



We use it as the public domain landing page for the consortium and for consultation purposes in our standards work

We communicate through the “Lab on a Chip and Microfluidics Devices” group on LinkedIN which MF11 manages. This leads microfluidic social media with 14000 members

Our "Yellow Pages"



Live at www.microfluidicsdirectory.com

Catches eyeballs

Drives up awareness of our work

Promotes our members ahead of their competitors

Is a joint venture with the Royal Society of Chemistry

Our Databases are available To members

Microfluidics Directory

Compiled by the [Microfluidics Consortium](#) and "[Lab-on-a-Chip](#)" Magazine

Bio Sensors HOME

Connectors This service has been designed by members of the MF6 Microfluidics consortium in consultation with the Royal Society of Chemistry (RSC).

Diagnostic Devices It is intended to provide information to people seeking to research, develop, provide and use microfluidics enabled products and services.

Fluid Flow Components MF6 and RSC review the nature and impact of this service together on a regular basis and we expect it to evolve.

Manufacturing Technology Neither MF6 nor RSC takes any responsibility for the correctness, completeness or omissions in this website.

Microfluidic Chips You might also be interested in the MF6 [Microfluidics consortium public domain website](#) - designed to help people get started with microfluidics.

Processing Equipment If you have queries or comments please contact us on ceo@cfbi.com

R & D Search MF6 Member sites

Services

Home

Now Also in the USA!



- With one third of our members US based or transatlantic we have found it necessary to match their footprint
- Two of our closed meetings and one open meeting are held in the USA each year
- We alternate between CA and MA .. But would consider going elsewhere
- We also manage 'cadet' communities in the USA
 - FluidicMEMS on the East Coast
 - BayAreaMicrofluidics on the West Coast

The MF12 Programme is designed to provide excellent value for global companies (or those with global ambitions) .. but sufficient opportunities for regional players.

Also in the Ventures Space

- With our “Microfluidics Hot-seat” formula designed to introduce members to the latest start-ups from around the world at a time when they are hungry for help and can still be influenced!



- This has seeded a variety of deals and investments

MF12 Consortium Materials available online!



- Using the Members 'Vault'
- After each meeting we place the discussion materials (where approval has been obtained from authors) in pdf format in a dropbox file.
- Members of the MF12 consortium receive email invitation to share this folder. You are requested not to distribute outside your organisation!
- Members can add materials they want to share with others. Please do not delete materials in this dropbox area!!
- Materials from MF1, MF2, MF3 MF4, MF5, MF6 etc (including the consortium's Access Database of all Microfluidics Players) available on request
- The Vault also has a CV section containing resumes submitted to MF11

During the Pandemic MF12 has..

- Maintained our Schedule of planned meetings
- Gone 100% virtual using Zoom and Hopin
- Won new members in the Far East
- Invented the 'Microfluidics Global Expo' to promote member offerings around the world to large audiences in the absence of physical trade shows.



When the time is right we will return to the physical world

Upcoming MF12 programme*

- Microfluidics Global Expo September 29th (hybrid event – virtual + physical link meetings in Sydney, Beijing, Zurich, Boston and San Diego)
- MF12.5 Paris tbc Physical with Virtual Access
- MF13.1 Stanford tbc Physical with Virtual Access

* Subject to change!

The Way Forward



In the coming year we will also..

- Push further into new areas like Standards and Modus Operandi arising from Covid, Personalized medicine, Environmental Sensing, Single cell assays as well as Regenerative medicine and Tissue/organ on a chip
- Expand on shared development projects following the example set by ParticleGEN
- Extend the standards debate to include new players and new parts of the value chain (eg links to electronics/optics/wireless)
- Intensify our engagement with regulators and funders for the solutions which our members are enabling
- Listen and respond to our members' changing needs!

MF12 Culture..



- We are driven by consensus .. without hierarchy or formality, but nimble and responsive
- As our members get to know each other through participation in meetings, they identify shared interests, ways to work together and exploit opportunities, and to build trust – despite competitive issues
- This is a self regulating process without “heavy” IP agreements where everyone is participating in covering the (modest!) costs of the infrastructure and expects their share of influence

... come and join us!

Still got questions? Have a word with Peter Hewkin on 004479517211
ceo@cfbi.com

