



## Your Strategic Decision

A successful OEM-partnership with a vision

## Your Strategy for Success – An OEM-Cooperation with a Future

Clients in Europe, the USA and Canada make ALS GmbH the trend-setting company in cell-biology: As industry partner for international research projects, we set a high value on close interaction of science and research. Thus, marketable products are developed with high acceptance and great use for new research methods. ALS is a highly qualified specialist for precise robot systems (e.g. liquid handling platform "TheOnyx") and groundbreaking automating solutions (e.g. CellCelector™) with prior use in the Life Science area.

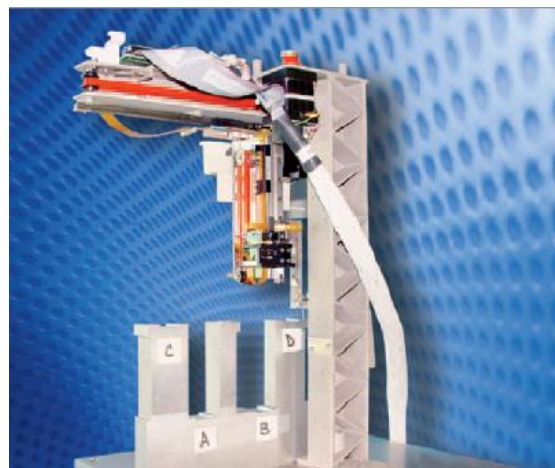
## Innovation by Achievement – All Products from one Source

**Highest quality standards** attuned to your needs: ALS is an accredited and qualified OEM-supplier for the development and production of highly sensitive precision equipment systems and assembly groups. **You are on the safe side:** minimize costs, safe time – ALS provides complete and certified systems entirely according to your specifications. **Long-term experience** secures the best possible technological transfer and realization of groundbreaking product ideas and at the same time a reproducible status of serial production.

## Service Makes the Difference!

ALS is your OEM-partner for the production of precise, electromechanical, optomechanical and sensory assembly groups as well as complete systems, which are adjusted to your specifications. In the process, ALS takes care of the sufficiency of your documents and possibilities to optimize. Technical changes are kept record of and communicated to the supplier. We also run assembly group and product tests according to your specifications. **From prototype to serial production:** ALS produces on time and banks on transparency handling products: Supported by the ALS ERP-system all components, which go through the purchasing and production process, can be traced back. The same applies for the tracking of serial numbers of terminals. The internationally positioned ALS-service team convinces not only with speed: Repairs and reliable maintenance of your products as well as the spare parts supply are of utmost priority.

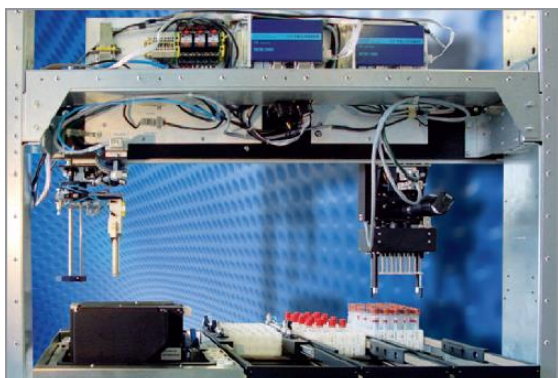
## Strategy Pays Off – Overview of Successful OEM-Products



Stanchion Probe Arm – Bayer Corporation, Ireland



HS 55 – Analytik Jena AG, Jena, Germany



Equipping Robot for Centrifuges with integrated Decapper Systems – ATS Automation Tooling Inc., Cambridge, Canada



Decapper System – ATS Automation Tooling Inc., Cambridge, Canada

### Among our Customers are Companies like:

- ATS Automation Tooling Inc., Cambridge, Canada
- Stratec Biomedical Systems AG, Birkenfeld, Germany
- Analytik Jena AG, Jena, Germany
- Eurofins MWG Synthesis GmbH, Ebersberg, Germany
- Robion AG, Beringen, Switzerland
- Siemens Limited, Dublin, Northern Ireland
- Rollon GmbH, Ratingen,, Germany
- Alere Technologies GmbH, Jena, Germany

### Precision Crosstables and Axes

While we created the CellCelector™, several different axis systems were also developed. Among others, a crosstable system as well as single axis systems allowing modular adjustments according to your needs.

ALS develops customized solutions for your particular applications and purposes.



Crosstable – ALS GmbH, Jena, Germany



Motor-driven Precision Positioning Axis – Rollon GmbH, Ratingen, Germany



ALS headquarters in Jena, Germany

ALS Automated Lab Solutions GmbH is a producer of innovative systems which aid the development of new methods in stem cell and cancer research as well as antibody production. The required sophistication of our technological inventions can only be met by adhering to the highest levels of precision and quality. Therefore an international exchange of experiences involving renowned researchers in biosciences is one of ALS' priorities. Work on stem cells, insights in basic processes of cell reprogramming, and an understanding of how tissue and entire organs develop, will mark a turning point in medicine in the near future. To be able to meet these demands, regenerative medicine requires standardized procedures, so therapies will be both safe and efficient. For our customers from the analytics, pharmacy, biotechnology and medical engineering field, ALS is not only an experienced partner in scientific research, but also the expert for the development and manufacturing of technical device systems and component groups. Absolute transparency and the best possible service in dealing with these sensitive systems form the basis for a worldwide successful OEM-cooperation.

**Please do not hesitate to contact us for further information:**

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