

*Evolution or Revolution?*





## *Creating the next world-leading diagnostic product...*

At Cambridge Consultants we don't just create products for clients. We create value. Whether this is through the development of a market-leading product for which time to market is critical, or through technical due diligence which prevents a costly mistake, our experienced technical teams produce excellent results, quickly and cost-effectively.

Working for some of the world's most successful companies for over 45 years, Cambridge Consultants gives its clients competitive advantage

through the innovative exploitation of new technology. The key to our success is the diversity, quality and commitment of our team of over 250 engineers, designers, scientists and consultants, whose track record in in-vitro diagnostics stretches back over 15 years. In this time we have delivered successful design and development projects for our global clients across the diagnostics industry, embracing large clinical laboratory systems through to Point-of-Care and disposable personal testing devices.

## Expertise and understanding

At the core of every diagnostic product is the assay, which is why we place great emphasis on staying at the forefront of the latest developments in assay technologies. This focus ensures that we can assess the impact of the latest requirements on the product, its features and design.

We use a systems engineering approach for the development of all diagnostic products, providing a successful framework for the multidisciplinary integration necessary. Our diagnostics team consists of technical experts with a broad range of skills, enabling us to tackle development work right across the IVD market. Our turnkey development solution coupled with our manufacturing and process development skills are essential when providing seamless integration for rapid product development.

We also adopt a formal risk-management approach to all projects in the diagnostics arena, a process which is designed to keep development costs to the minimum, whilst at the same time ensuring the fastest possible time to market and commercial success.



## Adding value

Whether for a global healthcare conglomerate or a high-tech start-up company, we are able to bring our expertise to bear, achieving significant results. Recent examples include:

- Cambridge Consultants assisted Unipath in developing a series of first-to-market personal testing products: the Persona Contraceptive Monitor, the Clearblue Easy Fertility Monitor and the Clearblue Digital Pregnancy Test.
- We redesigned subsystems of the Bayer Clinitek Status® urine analyzer to increase robustness and longevity. After 18 months of commercialisation this product has become the new market leader.
- Cambridge Consultants carried out rapid instrument development for start-up Raindance Technologies encompassing their innovative new assay format. The final instrument was developed from concept to beta prototype in just six months.





info@CambridgeConsultants.com  
www.CambridgeConsultants.com

**Cambridge Consultants Ltd**  
Science Park  
Milton Road  
Cambridge  
England CB4 0DW

Tel +44 (0)1223 420024  
Fax +44 (0)1223 423373

**Cambridge Consultants Inc**  
101 Main Street  
Cambridge MA 02142  
USA

Tel +1 617 532 4700  
Fax +1 617 737 9889