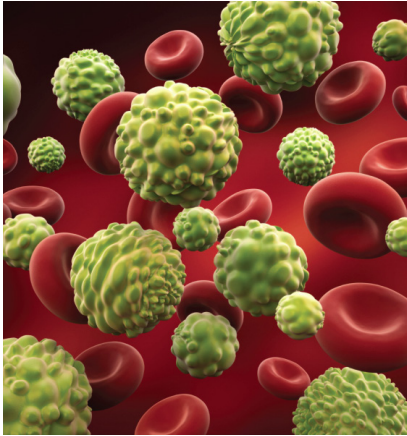


Delivering high-margin growth in oncology



Cambridge Consultants is a global leader in delivering high-margin growth through commercial and technical expertise in a cross-section of markets.

Our multi-disciplinary teams consisting of PhD and MBA qualified Consultants and Analysts provide incisive market insight and domain awareness; underpinned by scientists, engineers and mathematicians actively developing medical technologies.

Diagnostics

The tools for cancer detection and diagnosis are evolving. Next generation sequencing, proteomics and single cell imaging are some of the technologies being used for cancer diagnosis.

New diagnostic platforms could enable decentralisation and increase clinical utility. Which technologies will be adopted and how do they align to your strategy and tactics?

Imaging and intervention

As we understand more about the mechanisms causing cancer, our ability to detect and treat cancer also grows. Advances in imaging are enabling it to be used to detect and treat tumours in vivo and analyse cancer cells in vitro.

How will imaging tools and interventional devices converge and

how will your R&D roadmap continue to maintain your competitive advantage?

Medications

Efficacious medication in oncology has moved beyond a one-drug-fits-all mindset. Our increased understanding of the molecular mechanisms underlying the development of cancer has confirmed that medicines will need to be targeted at the mutation, not just the particular cell type which has gone awry.

Niche-buster therapeutics will be accompanied by companion diagnostic tests; what relationships are you building for your diagnostic and pharmaceutical portfolio?

Innovation

Disruptive products may appear to come from nowhere – but they can often be traced back to significant changes in the science and engineering underpinning existing technologies.

When it is the right time to internally drive innovation and when it is more appropriate to hedge, using a strategy designed to achieve second-mover advantage?

“The world-class diagnostic device expertise of Cambridge Consultants made it the clear winner when it came to selecting a development partner”

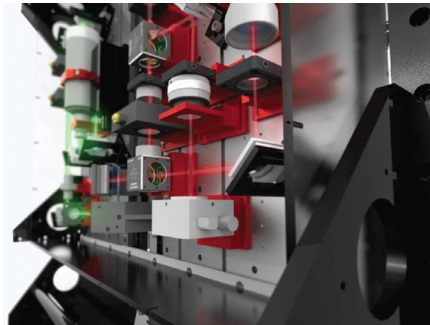
Johnson Chen
Managing Partner Clearbridge Accelerator

Related examples

- Developed a point-of-care platform for time-resolved fluorescence
- Evaluated a planned \$250 million internal investment in R&D for multiple technology platforms
- Development of the optics in a high-throughput high content cell screening system
- Appraised the fit of over 3000 pharmaceuticals for a speciality pharmaceutical pipeline
- Development of point-of-care instrument for analysis of multiple blood components in parallel
- Identified target company to enhance portfolio – company acquired successfully for \$400m

Project example: Platform development

A leading diagnostics company engaged Cambridge Consultants in a Systems Engineering role for the development of a new diagnostic instrument that was crucial to their future plans.



Cambridge Consultants led the development of the system requirements and the design of the overall system architecture. We developed modules involving many technologies including optics, electronics, fluidics, ultrasonics, software, mechanical engineering and the key element; the “measurement engine”. We led the system integration and developed prototypes to enable the client to optimise their assays.

Project example: Portfolio enhancement

A global healthcare company sought to identify emerging disruptive technologies in monitoring and drug delivery which could shape their corporate strategy.

Cambridge Consultants identified over 70 technologies which aligned to existing products within the current and future R&D pipeline.



The Client was able to engage with technology innovators and look to develop relationships ahead of the curve.

Project example: Technical evaluation

A global healthcare company engaged Cambridge Consultants to help them evaluate the suitability of an interventional oncology device for one of their franchises.

Cambridge Consultants performed a technical evaluation of the device which included landscaping the potential clinical benefits for keystone diseases, the performance of the device against similar products both on the market and in development and advised upon the key milestones which will need to be passed before the product can enter clinical trials.

The evaluation helped to establish how the client could achieve sustainable competitive advantage and whether they should proceed with a clinical trial which is predicted to cost \$50 million.

Project example: CTC isolation instrument

Circulating tumour cells (CTCs) could provide the tools to detect and monitor cancer in patients from blood samples.



Clearbridge BioMedics based in Singapore developed a label-free CTC isolation platform called the ClearCell System. Cambridge Consultants were engaged by Clearbridge BioMedics to utilise our extensive diagnostic device expertise, particularly in the areas of microfluidics and automation control, to develop the second generation platform which will enable tumour cells to be isolated more rapidly more easily by users.

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About Cambridge Consultants

Cambridge Consultants is a world-class supplier of innovative product development engineering and technology consulting. Its exceptional combination of people, processes, facilities and track record, enables innovative product development and insightful technology consulting.