



Our knowledge *is your advantage*

A fresh approach to on-site diagnostics



We focus on results

We bring ambition to life

Welcome to Forsite Diagnostics

Forsite is a young company dedicated to helping businesses expand their horizons through the power of on-site diagnostics. We specialise in working with our customers to deliver cost-effective diagnostic solutions to drive growth in existing and new markets. Quite simply, Forsite brings fresh thinking to the field of on-site testing for customers who wish to protect quality and security in the food supply chains, and safeguard plant and animal health.

But that simplicity of business model is in sharp contrast to the sophistication of our approach to on-site diagnostic tools. We take pride in working with our customers to explore how and where diagnostics can be used to best advantage. From the concept stage, through development, validation, manufacture and on to end-user training, Forsite Diagnostics provides a complete package of innovation which has the potential to transform the way businesses work.

We invite you to read further about Forsite Diagnostics, and we would be delighted to hear from you on any aspect of our work. You'll find our contact details on the back cover of this brochure.

www.forsitediagnostics.com

Exploring innovations to benefit your business

Technology and innovation

Our customers want reliable, usable solutions. We deliver this through diagnostics based on our lateral flow device (LFD) technologies. We strive to achieve ease of use from sampling to end result, putting thought and technology into the whole test procedure. The active approach we take to sourcing and securing innovation equips us well for delivering customer value into the future.



Our approach to designing diagnostic tools to meet the aspirations of customers is to use the latest in LFD technologies, while keeping simplicity of use at the front of our minds. The international success of our Pocket Diagnostic range of plant healthcare kits proves that this strategy works. Using our own patented technologies with innovations licensed from research partners around the world, Forsite is in a powerful position to drive LFD diagnostics forwards.

Our active programme of securing technical innovations is pursued in parallel with that of our parent company Safeguard Biosystems.

Through its network of technology scouts dedicated to exploring worldwide diagnostic innovations, Safeguard helps strengthen the technology portfolio upon which Forsite can draw.

Strategic partnerships with leading research groups, including Central Science Laboratory and the Veterinary Laboratories Agency in the UK, provide Forsite's technical specialists with a forum for horizon scanning. These relationships are generating many innovations which will take on-site testing in exciting new directions.





Our knowledge transforms concepts into reality

Research and development

Forsite's research teams have proven experience of taking diagnostic concepts and turning them into working prototypes for on-going development. We know our customers value this skill highly, because at this stage 'potential' becomes 'reality'. And since we take the time to understand what our customers want to achieve, our research teams develop tests which are fit for purpose.



Achieving a successful on-site diagnostic test requires proof of the concept, development and validation. Each step is vital for creating and fine-tuning the end result in line with customer expectations. The R&D teams at Forsite have proved themselves highly capable in developing on-site kits which possess technical functionality and commercial credibility.

Forsite's customers can talk directly to our specialists. This close communication ensures we understand customer needs and keep clear focus on these aspirations during development and validation of the tests. Whether we are creating kits for

new targets, converting existing diagnostic tests into the LFD format, or checking sensitivity and reliability through extensive field validation trials, our scientists have one common purpose – delivering customer value.

Naturally, Forsite's scientists enjoy pushing the boundaries of conventional LFD tests, frequently asking the 'what if?' question. This is how we bring innovations such as quantitative LFDs and nucleic acid detection into being, all aimed at improving our ability to help achieve customer aspirations.

Partnerships for creating a shared future

Collaboration and technology sharing

Rapidly evolving opportunities for diagnostic applications are often best addressed through collaboration. This is in our culture at Forsite, where we recognise that sharing diagnostic know-how produces the synergy for success. As we address our technology ambitions, we can help others reach theirs through productive partnerships.



Forsite has a clear view of its future. And that vision requires collaborations and partnerships to build our own know-how and to provide others with technical expertise to achieve breakthroughs using on-site diagnostics. When players in the diagnostic arena are building a technology portfolio necessary to carry out a project, we want them to regard Forsite as one of the potential pieces of that jigsaw.

Our unique IP, our status as a Small Medium Enterprise working on EU collaborative projects, and our proven capabilities in delivering diagnostic solutions, mark us out as

a partner of choice. Whether as a major research partner or as a provider of specialist skills, our approach is characterised by the same qualities of professionalism and determination to succeed. And as an independent entity, our partners tell us that working with Forsite is refreshingly straightforward.

Recent partnerships and exploitation of combined IP have led to exciting developments in quantitative LFDs and detection of novel targets. At Forsite we see strategic collaboration as critical in opening new avenues for rapid diagnostics beyond traditional LFD formats.





Generating customer value drives every part of our business

Contract manufacture

Reliability of diagnostic kits depends totally on the quality of manufacture. That's why at Forsite all our kits, including those made under third party manufacturing agreements, are produced in our controlled environment facilities. That's why we have invested in the latest high speed manufacturing equipment. And that's why we pay so much attention to the quality of our production staff. Attention to detail matters.



A core part of our business is the production of quality-assured diagnostic tests kits, whether it is short-run batches, or high volume manufacture. We have invested in state-of-the-art reel-to-reel assembly equipment housed in controlled environment facilities, giving us the capacity and quality control essential in the diagnostics sector. Manufacture and packing are carried out exclusively at our York site, guaranteeing direct control over all processes.

Whatever your diagnostic requirements, Forsite will deliver tests and back-up support ready for immediate use.

All our procedures are compliant with ISO9001:2000 standards and carried out by our fully trained staff.

Our success is built firmly on working closely with customers throughout the development, manufacture and delivery of test devices or complete kits. We work with customers and end-users to ensure products are delivered in appropriate packaging which meets functional and cosmetic requirements. Beyond delivery, we help train staff in kit use and result interpretation. It is all part of our philosophy of providing a comprehensive business solution.



But as you would expect from a company dedicated to serving our customers, we have retained the flexibility for production of small batches of devices ideal for research, validation or highly specialised niches.

Providing the ingredients for your success

Supply of antibodies and other reagents

Sourcing high quality reagents for development or testing of diagnostic kits can be problematic. So Forsite offers a range of antibodies and specialist reagents to customers seeking quality and affordability. With access to antibodies from partners all around the world, this service is simply another way in which Forsite can help businesses fulfil their ambitions.



At the core of many diagnostic tests sit antibodies. Their availability and quality determine the success of test kits, and as you would expect at Forsite we take great care of these essential ingredients. As part of the package offered to customers we supply antibodies and other reagents necessary for diagnostics research, development and production.

Our global network of research partnerships opens up access to a vast range of antibodies, and Forsite brings this portfolio into the reach of our customers. We are the exclusive distributor for reagents developed by Central Science Laboratory. Under appropriate agreements, we are often able to secure more unusual antibodies for use in the diagnostics arena.

Using facilities within our reach, we can manage development of new antibodies for use in LFDs and other diagnostic formats. All these reagents are produced and stored under exacting conditions, with regular quality control checks. We know how important antibodies are to the work of our customers and take all steps necessary to ensure despatch and delivery of reagents in prime quality.





Demonstrating success – the Pocket Diagnostic® story

On-site plant healthcare testing

Forsite's proven success with the Pocket Diagnostic range of plant disease test kits demonstrates to shareholders, customers and collaborators our credentials in the market. In establishing Pocket Diagnostic as an internationally recognised brand, we have secured all the components necessary to produce, package and distribute other products for ourselves and our customers.



Pocket Diagnostic kits were conceived to meet the specific needs of field inspectors of the UK Government's Plant Health and Seeds Inspectorate. From the outset, ease of use, speed and reliability were key characteristics of the kits; features which are now embedded across the entire Forsite range.

Expanding the range of tests available while part of Central Science Laboratory led to increasing interest from growers and consultants around the world. The ability to manufacture, package and distribute kits was developed to support our expanding business.

The success of this strategy is shown by the fact that we now manufacture and distribute a range of third party kits under own label arrangements.

By establishing a dedicated sales team and international network of distributors, Forsite is maximising the potential of the Pocket Diagnostic brand.

What can Forsite do to help you meet your ambitions?

If Forsite's approach to diagnostics is of interest to you, and you would like to discuss your requirements further, please contact one of the following members of the Forsite team:

Chris Danks Chief Executive
c.danks@forsitediagnostics.com

Dr Paul Meakin Head of Marketing
p.meakin@forsitediagnostics.com

Mike Ward Head of Sales
m.ward@forsitediagnostics.com

Forsite Diagnostics Ltd

Sand Hutton York
YO41 1LZ UK

Telephone
+44 (0) 1904 462660

Email
info@forsitediagnostics.com

Web
www.forsitediagnostics.com

Pocket Diagnostic is a registered trademark of Forsite Diagnostics Ltd.



The paper used for this brochure contains 100% recycled fibre from post consumer waste.