

01 \_ PRECLINICAL CRO

02 \_ TECH & TRAINING

03 \_ ACCELERATION



## INTRODUCTION

---

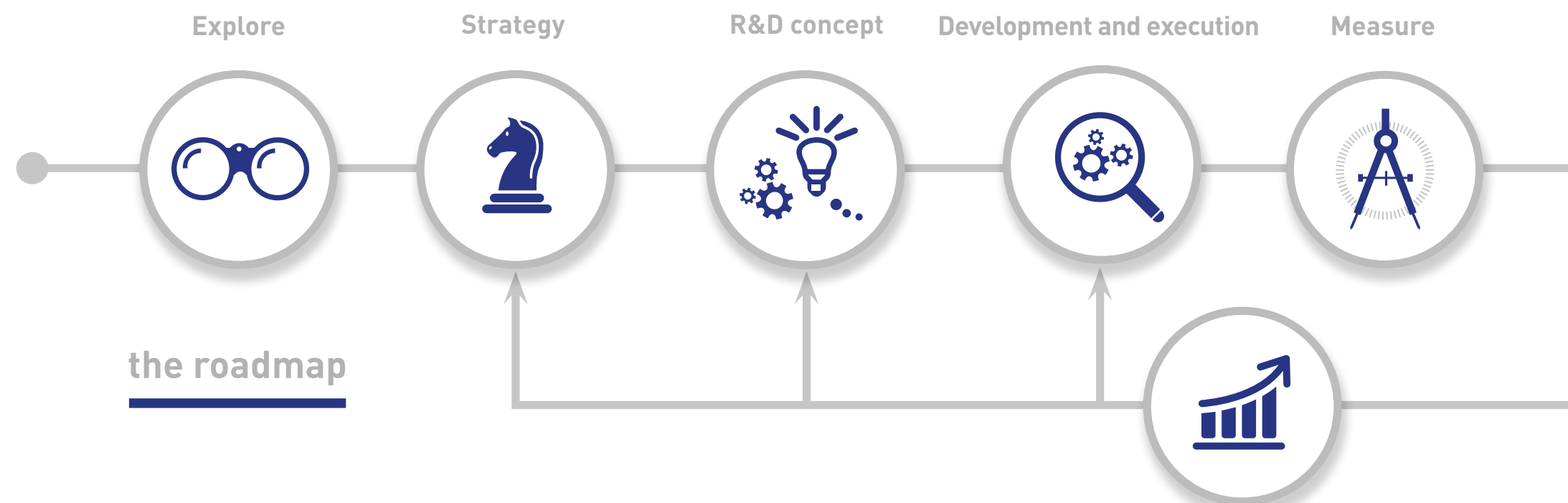
## DEVOTED TO ANSWER YOUR RESEARCH QUESTIONS

## OUR APPROACH

LifeTec Group believes that society deserves meaningful, safe and dependable medical solutions. It is our mission to make this happen by assisting you in the path towards reliable results.

This path often requires a pragmatic approach. LifeTec Group is aware of the issues leading up to your research questions and of all the aspects that must be looked into during and after investigations, for example in the process towards obtaining CE marking. Therefore, we aim for a personalized and customized approach for every client, adjusted to your needs and wishes.

Our approach consists of different steps that together form our roadmap:



## Optimize &amp; Evolve

**Explore**

The first step in our approach is a meeting of maximum 2 hours, free of charge, with one of our R&D consultants. The goal of this (teleconference) meeting is to get to know each other and to translate your needs into relevant research questions.

These research questions will be discussed in our R&D team to see if and how we can help you in the best possible manner.

The intended outcome will be a proposal for the project approach.

**Strategy**

Once we see possibilities to help you, there is a choice of two different project approaches:

- 1) For more complex projects we start with an R&D concept phase, consisting of internal investigations, meetings or trial days to define the approach and R&D protocol with you. You will receive a separate offer for this R&D concept phase.
- 2) For projects / requests that already fit within our existing solution strategies, we will immediately prepare an offer including approach and timelines for the development and execution phase of the project. We can work with a fixed price, or invoicing based on actual time and costs.

**R&D concept**

In this phase we aim to explore the best approach for your project through:

- 1) Internal investigations for feasibility, in case we need to adjust our platforms or need to develop new technology.
- 2) Trial day(s) in our laboratory to get a feel for your technology combined with our platform.
- 3) Meetings with you to discuss results of internal investigations and trial day(s) and to discuss the final R&D protocol and approach. The outcome of this phase is an R&D protocol and an offer for the development and execution phase of the project.

**Development and execution**

In this phase the discussed R&D developments and activities will be executed. We will design the technology, operate our platforms and / or conduct all measurements and activities based on the R&D protocol mutually defined. Several settings are possible and together with you the optimal setting is chosen:

- a) Internal developments with regular update meetings with you, for projects in which technology is developed or adapted at our R&D laboratory in Eindhoven.
- b) Performing the actual R&D work with or without you, depending on the type of project, on one of our platforms in Eindhoven or at a location of your preference.

**Measure**

The strategy phase includes defining which relevant output parameters will be measured, recorded and provided. Data is always delivered in raw format, unless agreed otherwise.

If imaging is included in the protocol, we will provide raw photo and / or video with our logo embedded.

Post-processing and reporting is optional and can be included separately in our offer. We can provide access to clinical imaging modalities, and we can arrange for clinical imaging experts if the project demands it.

**Optimize & Evolve**

After execution of the project we will evaluate the results and the process with you. Depending on the outcome, protocol optimization (strategy) and additional testing (development and execution) will be defined and discussed if needed.

If a more in-depth discussion about the results is needed, for example advice on how the results can support you in obtaining CE marking, additional R&D consultancy will be provided at a fixed hourly rate.

During evaluation your input will be discussed more in depth internally to further optimize our processes, project approach and technology. We learn from every client!

# NICE TO KNOW



## Gateway to Europe

The Netherlands have a reputation as the Gateway to Europe, and that goes for LifeTec Group too: Both the country and the company are a hub, well connected to many European universities, academic medical centers, notified bodies, granting agencies / subsidizers / sponsors, and other relevant businesses.

## Society and working culture

The Netherlands are a democratic society, tolerant, open and egalitarian. Status and respect are obtained through study and work much more than through family ties or seniority. All people are equal and all individu-

als should be treated accordingly. We highly value the pro-activeness and ideas of everyone involved in the project, as that provides a great opportunity to find the best solutions in our collaboration with you. And finally, the Dutch tend to schedule their private life as carefully as their work, but they know how to party, scheduled or not.

## The Dutch

The Dutch work hard and are sometimes called stingy, but in fact they simply hate to waste anything, be it food, money or time. Some say it is this virtue that made this small country an economic world power.

## Innovation & Collaboration

The telescope and the microscope, Nobel Prize winner Ben Feringa and his 'molecular machines', CD, DVD, Blu-ray and Bluetooth, companies like Philips and ASML: they are all Dutch. The Dutch are successful in business and in innovation. One of the main reasons is that they are very good at team work and collaborating.

## Brainport

LifeTec Group is situated in Eindhoven, in a region known as 'Brainport', which was recently awarded the label 'smartest region of the world'. Brainport is sometimes nicknamed 'the Silicon Valley of Europe'. It has an open, accessible culture that promotes easy, flexible collaboration between people, companies, authorities and knowledge institutions.



## Confidentiality

Open and accessible does not in any way mean that your information is publicly up for grabs. LifeTec Group is keenly aware of the importance of protecting (your) information with the utmost care.

## General Conditions

LifeTec Group distinguishes at least three forms of collaboration, namely:

Contract Research  
(usually private sector),

Granted Research  
(often public sector), and  
'Co-financed' Research  
(often startups and spinouts).

As potential contractual relationships can vary greatly, agreements are always customised. We always aim to describe the agreement as clearly as possible, including the variables and their consequences.

Our general conditions can be found on <https://lifetecgroup.com/legal>

Kennedyplein 10-11,  
5611 ZS, Eindhoven,  
The Netherlands.

+31 40 2989393  
[Info@lifetecgroup.com](mailto:Info@lifetecgroup.com)  
[www.lifetecgroup.com](http://www.lifetecgroup.com)

Certification



LifeTec Group™