

## Case Study: ProtonDx and Life Science Group

ProtonDx, a spinout from Imperial College London, develops portable diagnostic tools. ProtonDx connected with Life Science Group (LSG) at the Advanced Therapy Event in London, where both teams recognised an opportunity for collaboration. ProtonDx was looking for a partner to handle the precise task of filling tubes with liquid, sealing them and packaging the kits for distribution. LSG provided full support, managing every step from initial consultation and setup to quality control, logistics and even final shipping to ProtonDx's customers.

### Life Science Group's Role

LSG delivered tailored support throughout the project, handling custom manufacturing, regulatory compliance and logistics. By overseeing the entire production process, including final shipping, LSG minimised handling time, protected product quality and met the deadlines set by ProtonDx. With their expertise, flexibility and commitment to high standards, LSG has become a trusted partner for ProtonDx, seamlessly adapting to the project's unique demands.

### Key Outcomes and Achievements

The collaboration resulted in significant efficiency gains and precise handling that met the standard set by ProtonDx. LSG's comprehensive support, including shipping logistics, ensured a seamless, reliable delivery process for ProtonDx customers.

### What LSG Gained

This partnership was not just beneficial for ProtonDx but also LSG, fostering internal development and enhancing capabilities. Through this collaboration, LSG gained valuable experience in process report writing, which has strengthened its ability to generate detailed and GMP-compliant documentation for other projects. Organisational skills were further refined by managing complex workflows and coordinating logistics across multiple stages of production. Working with ProtonDx's high standards reinforced LSG's commitment to Good Manufacturing Practices, sharpening their focus on regulatory excellence and operational precision.

### Unique Selling Points

LSG's end-to-end approach gave ProtonDx the flexibility needed to meet exact specifications. Quick response times, attentive customer service, local sourcing, regulatory compliance together with full logistics support have made LSG a valued partner, setting them apart as a full-service solution in the diagnostics sector.

### Challenges and Solutions

Meeting deadlines, precision and stability were essential, particularly in filling and securing liquid contents for safe shipping. LSG addressed this through advanced dispensing techniques, maintaining quality throughout production and shipping. Their regulatory and logistics expertise ensured compliance and reliability, supporting a smooth, successful launch for ProtonDx.

## QUALITY - TRACEABILITY - INTEGRITY

### Life Science Group

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### Future Plans

The successful outcome and LSG's comprehensive support, including end-to-end shipping, have built a strong foundation for further collaboration. Future projects may involve hermetic sealing to improve product stability and shelf life. LSG is also considering a full fulfilment service, managing delivery from manufacturing to distribution. By expanding services and refining processes, LSG aims to meet ProtonDx's needs, strengthening the partnership and driving shared growth. This collaboration highlights how a customer-client relationship can evolve into a mutually beneficial partnership fostering innovation and success.

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