

Case Study:

Getting Client to Market

Create Something New with Us

PROJECT SNAPSHOT

CLIENT: SINGLE CELL KIT

INDUSTRY: Single-cell profiling, indexing, and sequencing

SERVICE PROVIDED: BOM Development/Kit Design, Guard Band Studies, and Pilot Lot for a high throughput single cell RNA sequencing kit.

RESULTS:

- » Fully developed BOM to be handed off for onboarding.
- » Guard-band optimized buffering within kit.
- » Pilot lot kits for early access customers and internal vetting.

BENEFITS

- » Process resulted in a more robust and user-friendly kit.
- » Fully vetted kit breakdown allowing for validated kitting and shipping conditions.
- » Enhanced scalability and commercialization.

CLIENT TESTIMONIAL

“Working with the LaunchWorks Development team has been efficient and a pleasure. They are able to identify the things we don’t know in the commercialization stage and get us to a place where we know we are delivering quality product every time.”

Conclusion

Based on the results of the Pilot Lot and associated studies, the customer reached market quickly and without costly delays, deviations, and reworks. Explore our full service offerings [here](#).

The Challenge

- » Customer is a biotech company that produces next generation sequencing kits for application in single-cell profiling. It prides itself on enabling high-throughput sample indexing.
- » The company faced a challenge trying to find a partner that could verify the robustness and scalability of their complex NGS kit.
- » The customer had never worked through the commercialization process before, including raw material procurement.
- » The company was open to Bill of Material (BOM) development services to get them to a scalable commercialized product faster.

The Solution

- » The customer found LaunchWorks through a recommendation from another company.
- » The client chose LaunchWorks for its ISO certification and depth of knowledge of the development and production teams.
- » By enlisting the Development team for BOM development, guard band testing and pilot lot services – LaunchWorks was able to get the client to market faster, with a robust BOM and a plan to move forward with high impact scaling.

Technology and Acceptance Criteria

- » Raw Material costs reduced by validating intermediates and guard banded formulations using LaunchWorks water. Also established QC specifications for components.
- » Pilot lot kits produced at cGMP level allowing them to monetize the build and provide to early access users.
- » Through working with the Development team early in the commercialization process, the customer was able to mitigate risks identified for large scale manufacturing, ensuring a successful product launch at full scale.
- » The kit re-design allowed for much greater throughput in manufacturing, which reduces overall cost but also allows for greater scaling.