

Process innovation supports groundbreaking infield and rapid disease diagnostics technology

The Challenge

Formed over 25 years ago, BioGene has grown from solely distributing other company's bio-medical products, to designing and developing inhouse their own groundbreaking biotechnology products, innovative processes and unique intellectual property. BioGene's novel IP has been heavily focused on significantly improving diagnostic offerings for highly infectious/fatal diseases, such as Ebola, where factors such as portability, speed of detection and closed tube assays are of paramount importance. The company believes this technology will help save lives and reduce diagnostic costs for developing countries.

A small team, with a wealth of knowledge in biomedical science and extensive experience within the niche industry in which they operate, BioGene has an excellent reputation for innovation.

Before taking part in the Innovate 2 Succeed programme, the biggest challenges facing the business were:

- Gaps in the process of evaluating and developing new products and services
- Lack of clarity about the threats and opportunities facing the business, with no robust process for identifying and managing risks
- Lack of succession planning in place to move the business forward over the next 3 to 10 years

The Solution

Working with an I2S adviser, the company directors first focused on identifying external threats and internal weaknesses, which had not been previously documented, by carrying out a SWOT analysis.

They then reviewed the Innovation Project Canvas (a practical business tool to help map, evaluate and select the most viable innovation and R&D projects) and populated it with their QuRapid product. This tool was found to be helpful and the management team will incorporate its use into their R&D management process. Verification and validation processes were also discussed, identifying how they could be formally introduced and standardised within the business.

Finally, the risk management process for the whole business was reviewed, which included succession planning. The directors also identified some models that the team can follow, with additional actions noted.

The Impact

As a result of taking part in the I2S programme, the management team have a robust and formal process for the development of new products, including the evaluation of new product ideas. They also now have an official process for identifying and managing risks and are clear on the actions required to ensure good succession planning, which will prepare the company for growth.

The company are expecting an increase in market share, turnover and competitiveness. They also anticipate cost savings as well as an increased ROI, due to improved management processes and are looking to employ two new members of staff.

Testimonial

"The I2S programme was organised, flexible and we found all of the tools, techniques and advice really useful. Our adviser was fantastic and very knowledgeable; they fully understood our business and were able to identify how we could improve in areas such as innovation and risk management. The advice and guidance we received were of great help to our business."

Nelson Nazereth, Managing Director



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To find out how Innovate 2 Succeed can help your business grow, contact us on:

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