



BBI Solutions Company Showcase

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Introducing BBI Solutions

- Leading experts in immunoassay design, development and manufacturing services
- Leading supplier of critical biological raw materials and labels to the POC and Lab IVD market
- Served the global diagnostics industry for **over 50 years**
- BBI Solutions is the trusted partner of the major IVD manufacturers while also supporting the development of new and start-up companies
- BBI has a record of **delivery on the results** customers need

“We have successfully completed more than 250 different lateral flow projects”



Our Business - BBI Solutions

High quality raw materials, protein extraction and assay development

	Category	Products and Services	Application	Key Differentiating Factors
Biological Reagents	Human Antigens	<ul style="list-style-type: none"> Native Antigens Recombinant Antigens 	<ul style="list-style-type: none"> IVD immunoassay development Clinical Chemistry 	<ul style="list-style-type: none"> Consistent supplier benefits Portfolio focused on key clinical areas e.g. infectious disease Recognised products within range Direct, ethical access to clinical samples End to end product & service offering Materials can be manufactured to custom specification
	Serum and Plasma	<ul style="list-style-type: none"> Normal & Depleted Serum Disease State Plasma Patient Samples 	<ul style="list-style-type: none"> IVD assay development Calibrators & controls External Quality Testing 	
	Antibodies	<ul style="list-style-type: none"> Monoclonal Polyclonal Recombinant 	<ul style="list-style-type: none"> IVD immunoassay Research/Life Sciences 	
	Enzymes	<ul style="list-style-type: none"> Native enzymes Recombinant enzymes Bulk and Custom manufacture 	<ul style="list-style-type: none"> BGM/Biosensors Immunodiagnostics Clinical Chemistry Pharmaceuticals 	
	Cell Culture Supplements	<ul style="list-style-type: none"> Native Transferrin Growth factors 	<ul style="list-style-type: none"> Bulk Cell culture media Research/Life Sciences 	
Lateral Flow	Gold & Nanotech	<ul style="list-style-type: none"> Colloids Bulk conjugates Custom Conjugation service Proprietary labels 	<ul style="list-style-type: none"> Lateral Flow Tests 	<ul style="list-style-type: none"> End-to-end link between POC and LAB IVD Proprietary know-how Broad range of technologies to employ (e.g. magnetic, gold, latex, fluorescent) Flexible manufacturing capacity for customers Flexible and extensive experience in Immunoassay development
	Contract Assay Development	<ul style="list-style-type: none"> Services – feasibility through to product transfer New development and redevelopment of products 	<ul style="list-style-type: none"> Lateral Flow Tests 	
	Contract Assay Manufacturing	<ul style="list-style-type: none"> Turn-key OEM 	<ul style="list-style-type: none"> Lateral Flow Tests 	

The challenges facing diagnostic companies

High
Sensitivity



Next
generation
DX

Ease of
Use

Faster
Results



Quantitative
tests with
readers

Increased
accuracy

Price

Regulated
Markets



Meeting
Emerging
Market
Demands



Our response

Ease of
Use

Fast
results

Next
generation

Smartphone Mobile Reader Solution

Omega Diagnostics VISITECH App



- 35.3 million people living with HIV globally – 68% of new cases in sub-Saharan Africa
- Omega Diagnostics wanted to make their VISITECH CD4 RDT assay more accessible, affordable and easy to use
- Worked with BBI joint venture Novarum to develop the VISITECH CD4 Reader App
 - **Easy to use:** without training, multi-lingual on-screen instructions
 - **Accessible:** in the field or at home
 - **Visible:** data sharing with local and central government databases
 - **Better patient care:** proactive treatment based on reliable results



Our response

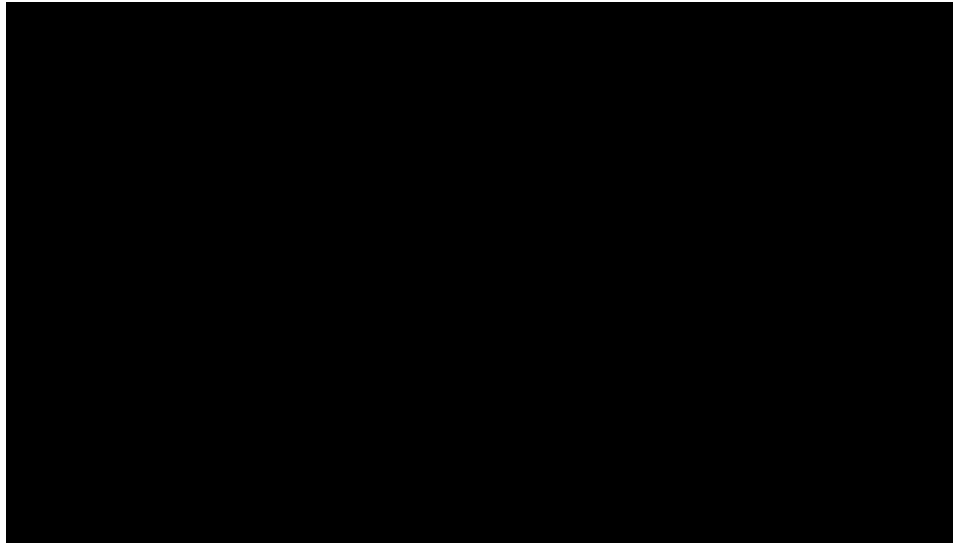
Ease of
Use

Fast
results

Next
generation

Smartphone Mobile Reader Solution

Omega Diagnostics VISITECH App



Summary

- Grown into a true end to end supplier of Immunoassay diagnostic products and services
- Proven track record of collaboration and delivery with some of the world's leading diagnostic partners
- Working with customers to meet changing market and regulatory requirements
- Future focussed – next generation assay development
- Looking for partnerships and commercialisation opportunities for new technologies both in the UK and abroad

“BBI’s commitment and professionalism were key points to achieve the successful result in gaining the GMP Certificate”

Ingrid Jurgensen, Compliance Auditor at
Becton Dickinson

