

## 2007 European Healthcare-Associated Infection Control Technology Leadership Award

2007

FROST &amp; SULLIVAN

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### AWARD DESCRIPTION

Frost & Sullivan's Technology Leadership Award is bestowed upon a company that has pioneered the development and introduction of an innovative technology into the market; a technology that has either impacted or has the potential to impact several market sectors. This award recognizes a company's successful technology development that is expected to bring significant contributions to the industry in terms of adoption, change, and competitive posture. It also recognizes the leadership of the company in the successful promotion of the technology and its continuing impact in technology commercialization.

### RESEARCH METHODOLOGY

To choose the award recipient, Frost & Sullivan's analyst team tracks technology innovation in key hi-tech markets. The selection process includes primary participant interviews and extensive primary and secondary research via the bottom-up approach. The analyst team shortlists candidates on the basis of a set of qualitative and quantitative measurements. The analysts also consider the pace of technology innovation, and the potential relevance or significance of the technology to the overall industry. The ultimate award recipient is chosen after a thorough evaluation of this research.

### MEASUREMENT CRITERIA

In addition to the methodology described above, there are specific criteria used to determine the final rankings. The recipient of this award has excelled based on one or more of the following criteria:

- Significance of the technology in the industry
- Competitive advantage of technology vis-à-vis competing technologies
- Potential of technology to become an industry standard or degree of acceptance in the market place
- Breadth of intellectual property ownership
- Recognition by industry participants as to the leadership of a company in this technology
- Impact of technology in terms of shifting R&D focus
- Degree of technology adoption in industry product lines or strategies



The 2007 European Healthcare-Associated Infection Control Technology Leadership Award is conferred upon bioMérieux in recognition of its unparalleled commitment toward healthcare-associated infection control and its pioneering and extensive work in this field.

bioMérieux is a global *in vitro* diagnostics company headquartered in France with a presence in 150 countries in various capacities ranging from research and manufacturing sites to subsidiaries and distribution points. The company has a very rich history. Alain Mérieux, its president, is the grandson of Marcel Mérieux, a student of the great and famous Louis Pasteur himself. Marcel Mérieux founded an analysis laboratory in 1897 that became the renowned Institut Mérieux, where the first antitetanus sera was developed. bioMérieux thus benefits from an unequalled expertise in infectious diseases, drawing upon over a century of experience.

bioMérieux has an extensive offering of products for infectious disease diagnostics ranging from instruments and reagents to software. A core focus is nosocomial infections and the company has pledged its commitment to the mitigation of these in several instances. In molecular diagnosis, bioMérieux offers the DiversiLab™ genotyping systems among a larger offer of products dedicated to fight against healthcare-associated infections (HAIs). It is bioMérieux's objective to offer a complete and integrated solution for HAI, one of the company's key disease areas. Products span manual and culture-based methods to automated and molecular techniques. Customer needs vary according to the clinical situation and department: ICU, ER, surgery departments...; hence the need for different approaches.

Like several opinion leaders of nosocomial infections, bioMérieux also strongly believes that fighting against HAI is possible if comprehensive infection control programs are developed, focusing on three main areas--prevention, surveillance, and intervention. Thus the company has developed a comprehensive range of products, taking into consideration the most appropriate technology to meet hospitals' needs.

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Aligned with the main areas covered by infection control programs, bioMérieux's line includes prevention (to avoid the development of HAI); products for screening MRSA, ESBL, VRE, with chromogenic media (a new kind of culture media pioneered by bioMérieux) such as chromID™ MRSA, chromID™ ESBL, chromID™ VRE. bioMérieux has also a complete range of products for environmental control (for air, water, surfaces); surveillance with efficient software able, in real-time, to detect/alert when there are unusual microorganisms or resistance mechanisms or to perform statistical studies; intervention in case of HAI for rapid diagnosis, with general diagnostic products such as VITEK® 2 for identification and susceptibility testing, agglutination tests, or more specific products dedicated to the identification of micro-organisms responsible for HAIs (for example, VIDAS® CDAB for the detection of *Clostridium difficile*, based on toxin detection). DiversiLab™ is positioned in this group and enables the detection and tracking of outbreaks.

The company has an extensive patent portfolio of 400 families of patents and having been in the field of infectious diseases for 45 years (1963-2008), owns the intellectual property rights to several bacterial sequences of infectious bacteria, which it licenses for assay development to other diagnostic companies under strategic alliance deals.

In its process of development, bioMérieux has partnered with over fifty key opinion leaders in infectious diseases from around the world so as to incorporate the best of both in terms of knowledge and technology into its product offerings. This is one of its key strategies to promote innovation.

The company reinvests 13% of its turnover back into research and development, which is among the highest for a company of comparable size in the business. In terms of R&D investments, specifically for molecular diagnostics, it has built a dedicated center in Grenoble, France, and located in the heart of that is

a massive center for nano and micro technologies and molecular biology. To further strengthen its responsibility toward HAIs, bioMérieux hosts the worldwide forum on HAIs every two years, the next of which is scheduled to take place in June '09.

To conclude, in honor and recognition of its peerless commitment, expertise, and vision, Frost & Sullivan is pleased to bestow upon bioMérieux the 2007 European Healthcare-Associated Infection Control Technology Leadership Award.