

Case Study

How to deal with a market shortage of diagnostic raw materials and quickly find a reliable supplier?

Customer Company Profile

Our client described in this case provides Life Science products and a wide range of personalised genomic and proteomic services to academia, pharmaceutical companies, and production industries worldwide. It is also a trusted CDMO, recognized internationally for developing and producing critical biopharmaceutical raw materials and therapeutic molecules. Importantly, all the processes associated with their research and diagnostic services follow the guidelines for biological material handling and proper lab work practices, certified to ISO 9001, ISO 13484, and GMP.

Customer priorities

The client needed a supplier able to meet several criteria required to deliver high-standard diagnostic tests to the customers:

- Frequent deliveries of a significant quantity of raw materials to sustain the production during a rapidly growing demand for diagnostic tools.
- High quality of reagents, maintaining an excellent standard of end products.
- IP free, facilitating effortless worldwide delivery.

Background

Since the beginning of the coronavirus pandemic, our client used their manufacturing expertise to deliver products necessary to fight the spread of COVID-19. As one of their main offerings are reproducible and highly sensitive RNA detection reagents, the company focused on meeting the growing demand for IVD grade SARS-CoV-2 testing kits based on the RT-qPCR technique. This need for a substantial production scale-up led to a greater need for primary components and raw materials, which their current supplier was not able to reach.

Challenges

Our client required a supplier able to repeatedly provide bulk quantities of RNase Inhibitor. Furthermore, they needed to procure high-quality reagents to maintain their diagnostic kits' exceptional quality and performance. Kaneka also requested assurance that the products supplied to them were patent-free, as they intended to deliver their testing kits worldwide, without any geographical restrictions.



Partnership

We are committed to our motto, 'Enzymes as You Need', tailoring the product to fit every client's request. Our flexibility and extensive experience in R&D allow us to offer personalized solutions of the highest quality. A signed qualitative contract assures mutual understanding, declares our dedication to meet the project deadlines, and guarantees the quality and consistency of all product characteristics. As we are an EU-based company, it is guaranteed that the availability of our services, delivery time, and customs should never be an obstacle in achieving the client's business goals.

Results

To satisfy the requirement of the client, BLIRT, as a direct producer of the reagent, quickly provided the necessary information on the intellectual property status to guarantee freedom of use, unlimited geographically and in terms of application. Next, the samples were subjected to client testing to ensure that they met all quality parameters and showed compatibility with other components used in the production of the diagnostic test. After obtaining positive results, we ensured timely delivery of wholesale product quantity, adjusting the price to the scale of demand. Thanks to all of those steps, within only a month from the first inquiry, we have managed to reach an agreement with the client. This allowed them to immediately begin production of their diagnostic kits, as well as book further production batches to ensure regular deliveries.

Summary

Our partnership with the client allowed them to meet their goal of quickly and efficiently scaling up their diagnostic kit production. We have ensured that all their requests were satisfied through:

- Efficient, quick, and direct communication, providing expertise and transparency on the IP rights
- Swift transfer of testing samples and their compatibility with other kit reagents
- Flexibility in the cooperation and batch pricing
- Fast delivery of a wholesale product quantity, to meet the growing demand for diagnostic test production

Our products

The product supplied to our client, the Riboprotect RNase Inhibitor, protects RNA integrity from degradation, preventing the impairment of RNA quality and experiment results by the presence of RNase. As an essential component of the COVID-19 diagnostic testing steps, our product delivers the best possible performance and shows high cross-compatibility. The excellent properties of our RNase Inhibitor allowed the client to optimize and produce the final market-ready diagnostic tests quickly and efficiently. We successfully provided the bulk amount of this reagent to our client without missing a single deadline.



About BLIRT — Biolab Innovative Research Technologies

BLIRT is a primary European manufacturer of recombinant enzymes for the Life Science industry. Our motto 'Enzymes as You Need' reflects our business philosophy and dedication to providing services of a remarkable quality to our business partners. We are focused on providing components for the innovative products of our customers, with a particular emphasis on precise portioning services, product form adjustment, and flexible cooperation models.

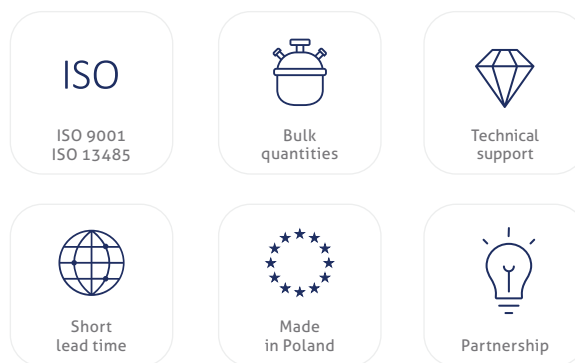
Our experienced R&D team offers continuous technical support to meet the most complex customer requirements, including product adaptation and process adjustment.

Quality assurance

The quality management system implemented at BLIRT is crucial to ensure reproducibility and reliability of results. It is based on three major elements – strict separation of various production facilities, carefully designed

and monitored processes, and an exceptionally experienced team. Our dedication to excellence in quality is reflected by full ISO 9001 and ISO 13485 certification.

Why is that important for you?



We provide information

Transparent communication with our partners, full traceability of the documentation, and monitoring the product life cycle.

We deliver product

Stable supply chain, minimized risk by continuous verification and quality assurance at every manufacturing stage.

We guarantee quality

Stringent QA validation methods to ensure consistency in enzyme/protein/kit manufacturing.

Testimonials

"We have contacted BLIRT in a moment of urgent need, following the excellent reputation that follows the company. BLIRT responded to our request in no time, allowing us to swiftly secure a beneficial deal for both of our companies. We are very satisfied with the professionalism shown by the company, which, through clarity and regular communication, was able to quickly meet our demands and provide reagents of remarkable quality. We look forward to furthering our cooperation with BLIRT and recommend their services and products to all life science innovators looking for a company dedicated to high standards and tailored solutions."

Representative of the diagnostic test producer