



## **Collectricon collaborates with SCiSOURCE to build on successful expansion in the North American Life Science market**

**Gothenburg, Sweden, February 27, 2008: Collectricon, a leading provider of screening solutions for drug discovery and research, today announced an agreement with SCiSOURCE LLC. To respond to the growing demand for Collectricon's transfection systems, SCiSOURCE will serve the North American Life Science market, representing Collectricon and its Cellaxess® products.**

Following the recent milestone order for Cellaxess®HT, the world's first high throughput RNAi screening System, Collectricon reinforces its commitment to expanding its North American business. SCiSOURCE will sell and promote the Cellaxess® products and further expand Collectricon's presence in the United States and Canada.

"With growing demand of our newly launched Cellaxess®HT system, we are most pleased to collaborate with SCiSOURCE, with its highly experienced sales management," said Jonas Ohlsson, CEO Collectricon. "This collaboration brings local know-how and competence to Collectricon for the growing number of customers in North America who recognize the improved productivity and cost savings Collectricon's transfection systems bring them. It also allows our existing US team to continue its focus on the Dynaflo® products, not least the upcoming Dynaflo® HT system, unique for its high throughput ion channel screening capability."

Dean Remy, President & CEO of SCiSOURCE, said "We are very pleased and excited to provide superior value for our customer base by bringing Collectricon's groundbreaking transfection solutions to the North American market. SCiSOURCE's sales model incorporating cost-effective leveraged sales and rapid sales team training & deployment will provide the necessary penetration, visibility, and sales revenues to Collectricon to enable it to position itself as market leader in this highly critical research area".

### **About Collectricon**

Collectricon AB, a Swedish biotech company, successfully provides groundbreaking products to the pharmaceutical and biotechnology industries. The company utilizes state-of-the-art interfaces to biological systems by employing novel microfluidic technologies. This enables completely new types of assays and devices with superior performance characteristics and robustness. Collectricon's products address critical bottlenecks in the drug discovery process and have been adopted by top-reference customers, including nine of the top ten pharmaceutical companies. In 2007, the company increased its annual revenue by almost 50%. In 2008-2009 the company is launching two pioneering large-scale screening platforms developed in close collaboration with leaders in the pharmaceutical industry. Used in pre-clinical pharmaceutical development, the Cellaxess®HT System enables high throughput RNAi screening and the Dynaflo®HT System greatly advances ion channel drug discovery.

### **About SCiSOURCE**

SCiSOURCE provides cost-effective outsourced sales capabilities, uniquely enabled to leverage sales in a more strategic manner while closing orders faster. SCiSOURCE brings the cost of employing and deploying a Direct Sales Organization down to 15-20%, reduces the time required by a factor of 4 and increases the visibility of your product a 12-fold average. Using a transparent and modular approach, SCiSOURCE simplifies and expertly manages the growth of a sales organization. Enabling tools, video technologies and knowledge yield greater sales, achieved faster, for higher ROI benefits to Life Science, Medical Device and Clinical Diagnostic companies.



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