

CHPP and Waters Corporation

David Heywood – Proteomics Field Marketing (Americas)

James Langridge – Director of Proteomics Business

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- Waters has been involved in proteomics since early 90's
 - R&D team constantly innovating and delivering new solutions for proteomics
 - Waters is committed to develop **novel** solutions for proteomics & metabolomics
- Waters is exceptionally well placed to transition protein or metabolite research to the clinic
 - Large clinical group
 - Excellent understanding of FDA submission process
 - Excellent understanding of how to support clinical applications
 - Assay for Tacrolimus (510K cleared)

Waters participation in CHPP

Potentially enter into a partnership **similar** to Waters' COI program

www.waters.com/coi



Current program is a well defined “agreement” between Waters and a scientific laboratory / research centre

- Priority access to Waters field service and support
- Priority access to Waters applications and product development experts, Waters Senior Management
- Access to Waters communications resources
- Open doors to advanced collaborative development projects



- **New Born Screen**
 - Developed & implemented Waters Tandem Mass Spectrometry protocols in numerous state labs and labs around the world for NBS. i.e. CDHS & PE, 15 systems, 8 private labs, >30 analytes, 550,000 samples per year.
- **Therapeutic Drug Monitoring of Immunosuppressants**
 - Collaborated with numerous hospitals around the world to develop and commercialize a FDA 510K approved kit to monitor the levels of tacrolimus by tandem mass spectrometry.
- **UPLC**
 - Collaborated with University of North Carolina, developed UPLC chemistry and hardware to commercialize biggest advance in chromatography in 20 years. Improved speed, resolution and sensitivity of MS analysis.
- **Synapt HDMS**
 - Collaborated with University of Indiana, Warwick and Cambridge University to commercialize the first highbrid mass spectrometry system incorporating ion mobility.

A successful CHPP will rely on:

- Successful organisation
 - It is Waters' belief that the CNPN provides this and is innovative in its current collaboration with industry partners
- Core competences handled by expert labs with appropriate tools and standardised methodologies
 - Standardised platforms do not guarantee reproducible results

We must not detract from disease centric proteomic research. CHPP (HPP) discoveries will enhance current projects.

- With a focus on standards Waters is happy to support a project which aligns with our commitment to analytically robust experimentation
 - Waters strives to make purposeful innovations improving data accuracy and reproducibility (MS^E & RP/RP 2D Chromatography)
- Development of diagnostic solutions/kits
 - MRM and pseudo MRM diagnostic kits, accurate mass quantitation on oa-TOF platforms
 - Clinical mass spectrometry business is extremely important to Waters (Massive investment in FDA compliance for IVD solutions)

- Waters Canada & Canada
 - Expert reference sites
 - Health of Waters Canada economy

- Waters Corporation
 - Expert development guidance for Waters products
 - Clinical mass spectrometry business is extremely important to Waters (Massive investment in FDA compliance for IVD solutions)