

# SmartThaw Featured at ISBioTech 2016

**CPSI's presentation and exhibit featured the *SmartThaw* cell thawing system highlighting product launch for Q2 2016.**

March 17, 2016

OWEGO, NY -- CPSI Biotech scientists just returned from presenting and exhibiting at the 2016 ISBioTech 6<sup>th</sup> Annual Spring Meeting in Washington, DC (March 7-9). CPSI's involvement included a corporate exhibit, highlighted by the pre-sales launch of SmartThaw™ dry thawing system, and a scientific presentation on cell cryopreservation and next generation devices designed to improve the freezing and thawing process.

CPSI's exhibit and *SmartThaw*™ introduction was spearheaded by Dr. Kristi Snyder, Director of Operations and Principal Scientist. "The *SmartThaw*™ System is a next generation device for controlled and rapid dry thawing, enabling consistent and documented thawing of cryopreserved (frozen) samples and products. We introduced the concept system as a prelaunch at last fall's ISBioTech conference as means of getting end-user feedback and input for final design and performance focus" said Dr. Snyder. "The insights we received over the last few months have aided in the final design engineering. The system is now in the final industrial design stages and we are targeting final testing over the next month or two with initial production and first shipments in late Q2/early Q3 2016" continued Dr. Snyder.

As part of CPSI's commitment to advancing the cryopreservation sciences, Dr. John M. Baust, President and Lead Scientist, gave a podium presentation titled "*New Technologies for Improved Handling of Cryopreserved Samples*" which focused on methods and approaches for cell product frozen storage and handling utilized today. In his presentation, Dr. Baust highlighted studies conducted by CPSI scientists using *SmartThaw*™ with CHO, PC-3, human endothelial, and mesenchymal stem cells. Providing insight into the data presented, Dr. Baust stated "*SmartThaw*™ is designed to provide a viable alternative to water baths offering a clean, dry and documentable process while delivering equivalent or better cell recovery. The data presented illustrated the improved processing and outcome delivered by *SmartThaw*™. One interesting finding is that using the controlled thaw process delivered by *SmartThaw*™ in systems such as CHO cells, we are able to obtain a significant improvement in post-thaw cell recovery compared to traditional water bath thawing. These benefits are achieved in cell samples frozen in various volumes and storage containers (vials, 25, 250 and 500 ml freeze bags)."

While often overlooked, sample thawing has a critical impact on cell quality. Today's gold standard for thawing samples is a warm (37°C) water bath. In regards to today's processes, Dr. Baust commented, "While providing adequate thawing, there are a number of issues associated with water bath thawing which are often not recognized by researchers. These issues include sterility, consistency, controllability, documentation and variability in outcome. As active researchers, Dr. Snyder and I have experienced firsthand the impact these issues have on overall outcome. Given this, we have developed *SmartThaw*™ to (1) improve cell product development and production, (2) reduce sample loss, (3) increase sample quality and utility, (4) improve

efficiency and (5) enable monitoring and standardization, increasing accuracy and repeatability, thereby filling an unmet need and enabling high through-put, consistent, controlled and safe thawing of frozen samples.”

*SmartThaw*<sup>™</sup> is currently slated for commercial launch in late Q2 early Q3 2016. When asked about the upcoming launch, Dr. Snyder stated “Reception of the final system design and the pending launch by attendees at the conference was highly positive. We are very excited to be in the position where we have penciled in a target date on the calendar. As a result of the conference, we already have a number of clients positioned for the first round of shipments. As cryopreservation is an enabling tool for many research and clinical areas, the demand for devices and processes to improve handling and distribution continues to grow. We believe that *SmartThaw*<sup>™</sup> will provide a vital link in improving cryopreserved cell handling.” Dr. Baust further stated “In 2014, over \$400 million was spent on cryopreservation equipment in the United States and it is estimated that the global market will approach \$800 million in 2016. It is our belief that *SmartThaw*<sup>™</sup> has tremendous potential and will have a significant impact on the industry.”

About CPSI Biotech - CPSI Biotech, a private, integrative bio/medtech greenhouse company, develops and designs life science research products and cryo-medical devices for applications in cancer, cardiovascular disease treatments and cell therapy bioprocessing. Ongoing R&D and business development activities continue to produce innovative technologies, devices and intellectual property for commercialization, licensing or sales in support of diverse clinical and research applications. By leveraging the innovation, flexibility and R&D strengths of CPSI in combination with the development, commercialization, manufacturing and clinical expertise of partnering organizations, rapid and efficient product development is attainable.

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