

**FOR IMMEDIATE RELEASE****Trajan accelerating adoption and growth of microsampling technologies****Melbourne, Victoria, Australia – 6 December 2019**

Trajan Scientific and Medical (Trajan) announce the appointment of two new roles in their expanding Microsampling business to support global adoption of the portfolio. Led by Dr Anne Collins, the Microsampling business is focused on enabling samples that would not or could not otherwise be taken, to drive information-rich decision making.

The creation of two new roles at Trajan see Dr Florian Lapierre step into the role of Senior Product Specialist, and Pawanbir Singh M.D. as Business Development Manager - Microsampling, UK and Europe. Both roles highlight the evolution of the market and increased demand for patient centric microsampling technologies.

Located in Fribourg, Switzerland, Dr Lapierre is responsible for strengthening the connection across functional departments within Trajan by supporting the growing market for microsampling, product knowledge, and assisting with needs for future product development.

Dr Lapierre joined Trajan in 2015 as a Research Scientist within ASTech (ARC Training Centre for Portable Analytical Separation Technologies); during this time he developed the initial hemaPEN<sup>®</sup> concept, and has been instrumental in the evolution of the technology.

UK-based Dr Singh, is a Medical Doctor who is responsible for developing commercialization blueprints and leading new technology adoption, support growing interest in patient centric sampling technologies.

Dr Singh joined Trajan in 2015 as Market Manager for Health, having previously worked for Leica Biosystems and STEMCELL Technologies.

Dr Collins said, “I’m excited to have Dr Lapierre and Dr Singh strengthen the team in their new roles, and have them focused on leading the technology adoption of Trajan’s portfolio including the hemaPEN technology platform.”

hemaPEN provides a convenient sampling procedure for collection and storage of four dried blood spot (DBS) samples to drive information-rich decision making. Unlike conventional DBS sampling tools, hemaPEN enables collection of an accurate and precise fixed micro-volume, and is designed to maintain sample integrity for quantitative analysis.

Stephen Tomisich, CEO advised that, “The technologies Trajan has developed have real potential to spark changes in approaches to healthcare that will truly deliver upon the Trajan vision - science that benefits people.”

To learn more about Trajan’s microsampling technologies and capabilities visit [www.trajanscimed.com/microsampling](http://www.trajanscimed.com/microsampling).

**More information**Microsampling [www.trajanscimed.com/microsampling](http://www.trajanscimed.com/microsampling)hemaPEN [www.hemapen.com](http://www.hemapen.com)ASTech [www.astech.org.au](http://www.astech.org.au)



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## NOTES FOR EDITORS

### 1. Trajan Scientific and Medical

#### Science that benefits people

Trajan is focused on breakthrough solutions to improve human wellbeing through biological, environmental or food related measurements. Our focus is on developing and commercializing technologies that enable analytical systems to be more selective, sensitive and specific - especially those that can lead to portability, miniaturization and affordability.

With over 400 staff worldwide across Australia, Europe, USA and Asia, Trajan serves customers in over 100 countries with highly specialized consumables and components used in scientific analysis and clinical applications.

[www.trajanscimed.com](http://www.trajanscimed.com)

### 2. hemaPEN<sup>®</sup>

hemaPEN provides a convenient sampling procedure for collection and storage of four dried blood spot (DBS) samples to drive information-rich decision making.

Unlike conventional DBS sampling tools, hemaPEN enables collection of an accurate and precise fixed micro-volume, and is designed to maintain sample integrity for quantitative analysis.

An easy-to-use sophisticated microsampling tool in the hands of non-analysts.

[www.hemapen.com](http://www.hemapen.com)

*The hemaPEN<sup>®</sup> is a device supplied for research purposes only. This device is not for therapeutic or diagnostic use.*