

Small Business Consumer Products Company

Introduction

This case study of a small business consumer products company is based on a June 2019 survey of Thermo Fisher Products and Services customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



“Thermo Fisher Lyo-ready enzymes deliver comparable performances as glycerol containing enzymes, enabling consistent and reproducible molecular diagnostic assays.”

“They have performed better than other enzymes, this has allowed us more robust amplification. ” – R&D Director

Challenges

The business challenges that led the profiled company to evaluate and ultimately select Thermo Fisher Products and Services:

- Challenges they were experiencing with their previous supplier(s) that prompted them to evaluate Thermo Fisher Lyo-ready enzymes:
 - Nothing, Thermo enzyme works better than the competitor.

Use Case

The key features and functionalities of Thermo Fisher Products and Services that the surveyed company uses:

- Thermo Fisher Lyo-ready enzyme(s) for which they have included in their molecular assay:
 - Bsm Polymerase
- Chose Thermo Fisher Lyo-ready enzymes for their molecular diagnostics kits for the following reasons:
 - Better performance with Thermo Fisher Lyo-ready enzymes than other commercially available suppliers
- Applications for which they already use Thermo Fisher Lyo-ready enzymes:
 - None

Results

The surveyed company achieved the following results with Thermo Fisher Products and Services:

- Improvements they have achieved using Thermo Fisher Lyo-ready enzymes in their assay development:
 - Robust amplification of challenging templates (e.g., low-purity, degraded)
- Thermo Fisher capabilities compared to other suppliers evaluated or used for lyophilization-compatible enzymes:
 - Ease of adoption for lyophilization in assay development: worse
 - Breadth of product portfolio and customization capabilities: better
 - Dedicated and responsive customer/technical support: better
 - Scalability to support your future commercialization needs: worse
 - Overall performance from lyophilization-compatible enzyme(s): better

Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:
Small Business

Industry:
Consumer Products

About Thermo Fisher Products and Services

Thermo Scientific molecular biology products include innovative high-quality reagents and plastic consumables designed to deliver reproducibility and performance for every step of your molecular biology workflow. We offer reliable solutions for your molecular biology applications, including these well-known products from Thermo Scientific: FastDigest Restriction Enzymes, GeneRuler DNA Ladders, Maxima Reverse Transcriptases, and Phusion High-Fidelity DNA Polymerases.

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