



AZENTA
LIFE SCIENCES



**PARTNERS
IN SUCCESS**

AGENDA

Distributor Sales Conference

The Westin Dragonara, Malta

March, 2023

Monday 6 – Friday 10 March, 2023



Thank you for joining us in beautiful St Julian's Bay, Malta, for a much-needed immersive time to connect and align on our growth strategies.

We look forward to re-energizing, and renewing our goals to be 'Partners in Success.'



DAY ONE, MONDAY – BUILD CONNECTIONS

- Welcome
- Azenta Global Channel Introduction
- Networking Dinner

DAY TWO, TUESDAY – ONE AZENTA

- One Azenta strategy
- New Acquisitions
- Malta Adventure
- Evening Dinner

DAY THREE, WEDNESDAY – WORKFLOW SELLING

- Interactive Workshops
- Product Roadmaps
- New Product Introductions
- Azenta Expo & Buffet Dinner

DAY FOUR, THURSDAY – CROSS-FUNCTIONAL PARTNERS

- Customer Care
- Supply Chain
- Marketing
- Product Service
- Awards Dinner

DAY FIVE, FRIDAY – ONE-TO-ONE MEETINGS (OPTIONAL)

- *Speak to your Azenta Distribution Manager to schedule a one-to-one meeting*

Monday 6 | Build Connections



TIME	ACTIVITY	SPEAKERS / HOST	LOCATION
12:00 – 16:00	Registration Opens		<ul style="list-style-type: none">• Say Foyer
16:00 – 16:30	Welcome & Introduction	<ul style="list-style-type: none">• Amy Kuhn• Rupa Ark• Rex Wu	<ul style="list-style-type: none">• Dragonara Point Ballroom
16:30 – 16:45	Opening Remarks	<ul style="list-style-type: none">• Claribel Purcell	<ul style="list-style-type: none">• Dragonara Point Ballroom
16:45 – 17:00	Azenta Global Channel Introduction	<ul style="list-style-type: none">• Ron Campbell	<ul style="list-style-type: none">• Dragonara Point Ballroom
17:00 – 17:30	One Azenta	<ul style="list-style-type: none">• Mitch Coyne	<ul style="list-style-type: none">• Dragonara Point Ballroom
18:00 – 20:00	Welcome Reception		<ul style="list-style-type: none">• The Terrace Bar

Tuesday 7 | One Azenta



TIME	ACTIVITY	SPEAKERS / HOST	LOCATION
07:00 – 08:00	Breakfast Buffet		<ul style="list-style-type: none"> The Terrace Restaurant
08:15 – 08:30	Welcome, Day Two – One Azenta	<ul style="list-style-type: none"> Amy Kuhn 	<ul style="list-style-type: none"> Dragonara Point Ballroom
08:30 – 9:15	Introduction - Cryogenic Solutions	<ul style="list-style-type: none"> Erica Waller 	<ul style="list-style-type: none"> Dragonara Point Ballroom
09:15 – 10:00	Introduction - B Medical by Azenta		<ul style="list-style-type: none"> Dragonara Point Ballroom
10:00 – 10:30	Break		<ul style="list-style-type: none"> Say Foyer
10:30 – 11:15	Introduction - Barkey by Azenta	<ul style="list-style-type: none"> Özgür Gel 	<ul style="list-style-type: none"> Dragonara Point Ballroom
11:15 – 12:00	Introduction - Ziath by Azenta	<ul style="list-style-type: none"> Gerrit Gutzke Avash Anderson 	<ul style="list-style-type: none"> Dragonara Point Ballroom
12:00 – 12:45	Overview to Product Service	<ul style="list-style-type: none"> Heather Skaar 	<ul style="list-style-type: none"> Dragonara Point Ballroom
12:45 – 14:00	Lunch		<ul style="list-style-type: none"> The Terrace Restaurant
14:15 – 18:00	Malta Adventure		<ul style="list-style-type: none"> Meeting Point: Hotel Lobby
19:00	Dinner		<ul style="list-style-type: none"> Meeting Point: Hotel Lobby

Wednesday 8 | Workflow Selling



TIME	ACTIVITY	SPEAKERS / HOST	LOCATION
07:00 – 08:30	Breakfast Buffet		• The Terrace Restaurant
08:45 – 09:00	Welcome, Day Three – Workflow Selling	• Rupa Ark	• Dragonara Point Ballroom
09:00 – 09:30	Overview - Product Roadmap & Product Management	• Gerrit Gutzke	• Dragonara Point Ballroom
09:30 – 10:30	Workshop: Sample Tube Consumables Session 1 - Group A	• Alexis MacLeod • Steven Fyfe	• Carthaginian
	Workshop: PCR & Microplate Consumables Session 1 - Group B	• Tom Brown • Ladan Aryan	• Castillian
10:30 – 11:00	Break		• Say Foyer
11:00 – 12:00	Interactive Workshop: Sample Tube Consumables Session 2 - Group B	• Alexis MacLeod • Steven Fyfe	• Carthaginian
	Workshop: PCR & Microplate Consumables Session 2 - Group A	• Tom Brown • Ladan Aryan	• Castillian
12:00 – 13:00	Lunch		• The Terrace Restaurant
13:00 – 14:00	Workshop: Sample Tube Instruments Session 1 - Group A	• Ermelinda Tinetti • Justin Brooking	• Phoenician
	Workshop: PCR & Microplate Consumables Session 1 - Group B	• Gernot Röder • Sam Wing	• Roman
14:00 – 14:15	Break		• Say Foyer
14:15 – 15:15	Workshop: Sample Tube Instruments Session 2 - Group B	• Ermelinda Tinetti • Justin Brooking	• Phoenician
	Workshop: PCR & Microplate Consumables Session 2 - Group A	• Gernot Röder • Sam Wing	• Roman
18:00	Azenta Expo & Buffet Dinner		• Say Foyer

Thursday 9 | Cross-Functional Partners



TIME	ACTIVITY	SPEAKERS / HOST	LOCATION
07:00 – 08:00	Breakfast Buffet		• The Terrace Restaurant
08:15 – 08:30	Welcome, Day Four – Cross-Functional Partners	<ul style="list-style-type: none"> • Rupa Ark • Amy Kuhn 	• Dragonara Point Ballroom
08:30 – 10:00	Regional Partners in Success Stories		• Dragonara Point Ballroom
10:00 – 10:30	Break		• Say Foyer
10:30 – 12:00	Regional Round Tables Americas	<ul style="list-style-type: none"> • Rebecca Ginther • Amy Kuhn 	• Norman
	Regional Round Tables APAC & China	<ul style="list-style-type: none"> • Lin Eng Ng • Rex Wu 	• Phoenician
	Regional Round Tables EMEA Group 1	<ul style="list-style-type: none"> • Ladan Aryan • Claribel Purcell 	• Castillian
	Regional Round Tables EMEA Group 2	<ul style="list-style-type: none"> • Ermelinda Tinetti • Gerrit Gutzke 	• Carthaginian
	Regional Round Tables EMEA Group 3	<ul style="list-style-type: none"> • Steven Fyfe • Mitch Coyne 	• Roman
12:00 – 13:00	Lunch		• The Terrace Restaurant
13:00 – 13:30	Marketing Overview – Tools and Distributor Portal	• Roula Ginis	• Dragonara Point Ballroom
13:30 – 14:15	Azenta Customer Care – Best Practices	• Anthony Ralph	• Dragonara Point Ballroom
15:00 – 16:00	Networking Hour with Refreshments		• Say Foyer
18:00	Awards Dinner & Meeting Close		• Reef Club

Workshop & Round Table Groupings

By Company Name (A-K)



NAME	COMPANY	WORKSHOP GROUP	ROUND TABLE GROUP	
Evren	Torun	Atq Biotechnology	Group A	EMEA Group 3
Anshad	Kulambil	Atrium Medical care wll	Group A	EMEA Group 3
Karina	Izdebska	Bioanalytic Sp. z o.o.	Group B	EMEA Group 2
Maciej	Stopa	Bioanalytic Sp. z o.o.	Group B	EMEA Group 2
Robert	Hovingh	BIOKÉ	Group A	EMEA Group 1
Koos	Kranenborg	BIOKÉ	Group A	EMEA Group 1
Maria Giovanna	Rossetto	Biosigma	Group B	EMEA Group 2
Catherine	Schwarting	BioTools Pty Ltd	Group A	APAC
Hardi	Schwarting	BioTools Pty Ltd	Group A	APAC
Risto	Ranta	Biotop Oy	Group A	EMEA Group 1
Detlev	Frermann	Biozym Scientific GmbH	Group A	EMEA Group 1
Sebastian	Petri	Biozym Scientific GmbH	Group A	EMEA Group 1
Roman	Vaas	Brennan & Co	Group B	EMEA Group 1
Iolanda	Osnago Gadda	CARLO ERBA Reagents	Group B	EMEA Group 2
ALVARO	GONZALEZ ESPINOS	ECOGEN	Group A	EMEA Group 2
Moshe	Kapelnikov	FroggaBio	Group A	Americas
James	Ackford	FroggaBio Inc	Group B	Americas
HUIDONG	GAO	Guangdong Denley technology co.ltd	Group B	APAC
Su	Li	Hangzhou Shuye Technology Co., Ltd	Group A	APAC
Heegeon	Kim	Interface Co. Ltd.	Group A	APAC
Ieva	Priede	Interlux	Group A	EMEA Group 2
Nauris	Sedlers	Interlux, SIA	Group A	EMEA Group 2
Daniel	Garcia Carrera	Izasa Scientific	Group B	EMEA Group 2
Oscar	Mateu Sánchez	Izasa Scientific	Group B	EMEA Group 2
Jiri	Vasak	KRD - obchodní společnost s.r.o.	Group B	EMEA Group 2

Workshop & Round Table Groupings

By Company Name (L-S)



NAME	COMPANY	WORKSHOP GROUP	ROUND TABLE GROUP	
Andras	Dekany	LabRobotics	Group A	EMEA Group 2
István Csaba	Vomberg	LabRobotics Kft.	Group A	EMEA Group 2
Ashraf	Elwan	Labtech Supply	Group B	EMEA Group 3
Ashraf	Elwan	Labtech Supply Company (MESLO)	Group B	EMEA Group 3
Simon	Cook	MESLO Group	Group B	EMEA Group 3
Victor	Debbas	MESLO Group	Group B	EMEA Group 3
Kamal	Ismail	Miralab	Group B	EMEA Group 3
Tarek	Younes	Miralab	Group B	EMEA Group 3
Ashraf	Younes	Miralab	Group B	EMEA Group 3
TOMOMI	NAKAMURA	NIPPON GENETICS CO., LTD.	Group A	APAC
KAZUNORI	SATO	NIPPON GENETICS CO., LTD.	Group A	APAC
Jozsef	Paulik	Nucleotest Bio Kft.	Group B	EMEA Group 2
Katalin Dora	Plesz	Nucleotest Bio Kft.	Group B	EMEA Group 2
jingwen	liu	Precision Medicine Technology(Beijing)Co., LTD.	Group B	APAC
li	liu	Precision Medicine Technology(Beijing)Co., LTD.	Group B	APAC
Radovan	Horak	RH-Bio, s.r.o.	Group B	EMEA Group 3
Sebastian	Salé	Saveen o Werner	Group A	EMEA Group 1
BOGDAN	CIREASA	SC FILARA BIOMED SRL	Group B	EMEA Group 2
FELICIAN	POP	SC FILARA BIOMED SRL	Group B	EMEA Group 2
Wayne	Yu	Sifo Technology Corporation	Group B	APAC
Carlos Andre	De Castro Herklotz	Sinapse Biotecnologia	Group A	Americas
Alexander	lima	Sinapse Biotecnologia	Group B	Americas
Sebastien	Blaze	Sopachem Belgium	Group A	EMEA Group 1
Björn	Fetlaar	Sopachem BV	Group A	EMEA Group 1
Philippe	Loir	Sopachem NV	Group A	EMEA Group 1

Workshop & Round Table Groupings

By Company Name (T-V)



NAME	COMPANY	WORKSHOP GROUP	ROUND TABLE GROUP	
Alon	Hirshberg	Tamar Ltd	Group A	EMEA Group 3
Arik	Hirshberg	Tamar Ltd	Group A	EMEA Group 3
Ulrica	Karlsson	Techtum Lab AB	Group A	EMEA Group 1
Ulf	Mäkitalo	Techtum Lab AB	Group A	EMEA Group 1
Helena	Heininen	Vingmed Oy Vinglab	Group B	EMEA Group 1
Kirsi	Mäkinen	Vingmed Oy Vinglab	Group B	EMEA Group 1
Dawn	Ray	Vitaris	Group B	EMEA Group 1