

improving patient lives



Binding
Site





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We continually strive to expand our knowledge and understand the challenges facing patients and medical professionals in our industry. Working closely with key opinion leaders we share and develop ideas, delivering new, innovative solutions to our customers.

"I would like your company to know what a difference you've made in my life and in all of the patients I know..."

Your company is so patient-friendly.

Please know that when you're in your lab, when you are studying, when you are researching, my name is Yvonne and I thank you from the bottom of my heart."



Yvonne Yaksic

Gibsonia, PA, USA.
Myeloma Patient, 15 year survivor (2020)





Binding Site staff developing new assays in our clinical chemistry laboratory

What we do is all about proteins

Binding Site specialises in developing diagnostic tests and analysers which measure proteins for the detection and monitoring of disease.

We specifically target blood cancers and disorders of the immune system using highly specific antibodies.



Our heritage drives our future

When a group of researchers at the University of Birmingham began looking at innovative ways of producing antibodies in the early 1970s, little did they realise that their initial work would develop into the global enterprise that is Binding Site.

It is that quest for innovation that continues to drive our business forward today.

Global footprint. Local expertise.

With more than 90% of our products sold overseas Binding Site is a truly international organisation. Our global coverage ensures we are able to meet our customers' needs worldwide through our network of subsidiary offices and distributor partnerships.

Customers can expect the same dedicated Binding Site service and quality wherever they are in the world. We are committed to creating lasting relationships with our customers, delivering a bespoke service that meets their specific needs and expectations.

Binding Site research, develop and manufacture specialist immunodiagnostic assays, instrumentation & materials

We specialise in diagnostic products that help doctors, clinicians and laboratory researchers across the globe identify and tackle blood cancers and immune system disorders.

Our business is built on the firm foundations of scientific evidence and a flexibility that allows us to respond to the needs of clinicians and researchers alike, keeping in mind the ultimate beneficiary of our products

- the patient.



Oncology

"The branch of medicine that deals with cancers, including study of their development, diagnosis, treatment, and prevention."

More than 750,000 people worldwide are currently living with Multiple Myeloma with an estimated 159,000 new cases being identified each year.

Freelite® can contribute to an earlier and more accurate diagnosis of Multiple Myeloma and is the market leading assay used in its diagnosis, prognosis and patient monitoring. Approximately 15 million tests are carried out worldwide each year. It is the only serum free light chain assay recommended by international and national guidelines. Together with the complementary assay, Hevylite®, Freelite provides information to laboratory professionals worldwide helping to improve patient lives.

Immunology

"The branch of biomedical science that covers the study of immune systems in all organisms."

Binding Site is a market leader in the development of products for the investigation of a range of disorders involving immunodeficiency. Our product range covers immunoglobulins, subclasses, vaccine response and complement.



IMPROVE™
Q.A. Scheme

Assays for *in vitro* use have been FDA cleared for the USA, CE marked for Europe and registered by the regulatory authorities in many individual countries.

Clinical Chemistry

"The area of clinical pathology that is concerned with analysis of bodily fluids for diagnostic and therapeutic purposes."

Our family of analysers includes Optilite® & SPAPLUS®. Additionally, we offer DataSite®, a data management software that integrates with laboratory systems.

Dedication,
enthusiasm
and integrity
...Making a
difference together

Our values drive our attitude and approach to everything we do.

They define who we are and how we work both as a company and as individuals. They are the principles that underline our commitment to realising our mission and ensure we continue to work towards our vision together.



Diverse thinking

With over 1,100 employees across multiple countries, our teams include some of the most talented and committed individuals in the diagnostics business. Their input and drive ensures we are investing in the right areas to make a difference to the patient.

Environment, ethics and corporate responsibility

Binding Site is committed to working in a responsible way, meeting our own high standards to ensure we continue to grow as a sustainable organisation. Our systems and processes respect, benefit and protect all our employees, customers, the communities and environments in which we work.

We develop real relationships working together as a company and individuals to ensure we have a positive impact on our communities, providing support through education, collaboration and fundraising.



£70,000 raised for charities including
cureleukaemia
the blood cancer charity
in 2 years

30 global projects underway
as part of the 
Black Swan initiative
supported by Binding Site

Education links with
local schools
to promote
STEM subjects

KEY collaborator
in **iStopMM** trial,
Iceland, to find a
 **cure for Myeloma**

Binding Site staff - London to Paris Charity Bike Ride, 2015, in aid of Cure Leukaemia.

Continuous improvement - protecting the future

Our vision is to lead the way in specialised medical diagnostics and improve the lives of patients worldwide. This definite direction for all that we do, establishes a consistent and lasting ambition for our work.

Coupled with our commitment to continued year-on-year double digit sales growth, we must continually invest and innovate to meet our own challenging targets.

"As a business and an organisation, we must continually evolve to meet the requirements of our customers and the wider market. You always have to respect the competition, but equally, we are always eager to remain three steps ahead."

Charles de Rohan,
CEO



"A fundamental part of our strong growth comes from collaborating with key academic/scientific opinion leaders. Working at the forefront of new diagnostic developments and establishing partnerships with the industry's brightest leaders we aim to share and develop new, innovative ideas."

Stephen Harding,
Chief Scientific Officer



Training Session, Head Office VIP suite.

Investing in our people

Binding Site is built on the success of our people. We recognise the value of our employees and look to provide them with the support and development opportunities they need to maximise their potential. Working in a highly specific industry we understand the importance of investing in their knowledge and skills, making sure they receive the necessary training to fully meet the needs of their role and continue to lead the way in specialised medical diagnostics.

"We have some very talented people here, and we are determined to offer them career development opportunities wherever possible which make them want to stay with us." – Charles de Rohan, CEO

It's not all about the Science

Our business includes some of the best R&D staff helping to shape the future of diagnostics but a career at Binding Site runs further than just science. Opportunities occur in Production, IT, Finance, Sales and Marketing, HR, Logistics or Customer Services, to name just a few.


25 
offices globally

Represented in 
over **100** countries

>40 Internship /
Apprenticeship places



>1,000 employees
worldwide 

>100% growth in the last 5 years 
through research, innovation & service

**Binding
Site** 



Our vision - to lead the way in
specialised medical diagnostics

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