

A successful supplier of innovative laboratory products



An insight into Biotech Fluidics' innovative laboratory solutions. Photo: Biotech Fluidics

The Onsala-based company Biotech Fluidics supplies innovative laboratory products to the world's leading instrument manufacturers and distributors. This has also led to partnerships with developers and companies that rely on Biotech Fluidics to reach the market. With a growing number of assignments globally, the company is constantly on the lookout for new talented employees.

Biotech Fluidics was founded nearly 20 years ago with a focus on delivering degassing and flow solutions to an increasing number of instrument manufacturers worldwide. Today, the company provides products and expertise in liquid degassing in flow systems, flow monitoring and control, separation tools, liquid handling, and flow components – enabling the successful operation of high-precision systems for liquid analysis and processing.

– Together with our subsidiaries in Japan and the US, and trusted distributors, we support applications in liquid chromatography, flow chemistry, liquid dispensing, dissolution testing, automated immunoassays, hematology analysis, in vitro diagnostics, semiconductor manufacturing, and other related areas worldwide, says Fritiof Pontén, CEO of Biotech Fluidics.

Virtually all companies working with sophisticated fluidic equipment – where the end-users include drug developers, hospital laboratories, CROs, and biotech

companies – are either existing or potential clients of Biotech Fluidics.

– Here in Onsala, with beautiful sea views, we design, manufacture, and assemble the market's broadest range of degassers, many of which are customized for individual clients. Thanks to our strong reputation and high quality, we continuously receive new inquiries, even from distant markets such as Australia, China, and South America – a testament to our strong role in this field.

Partnerships with companies

Biotech Fluidics' international profile, reputation, and network consistently result in new business opportunities and partnerships with small and mid-sized companies worldwide. These companies may have developed high-quality products but lack the connections or networks to reach the market.

– We excel at identifying new products with high potential, sometimes even finding new applications for a product, and ultimately taking it to

the right users and markets. Many inventors, developers, and smaller companies create groundbreaking products but do not know how to reach customers and the industry at large. That is where we step in – providing marketing support and distribution channels to reach even the biggest companies in the sector.

Among Biotech Fluidics' clients are major players such as Agilent, Sartorius, Thermo Fisher, KNAUER, Bruker, Evosep, and Malvern Panalytical.

– We are small enough to identify new products and maintain creativity with short decision-making processes, yet large enough to qualify as an approved supplier to the biggest companies in the industry.

– We have had several successful collaborations over the years. One example is Runge Micron in Berlin, which developed unique detectors. With our support, these are now integrated into Tosoh Biosciences' BioOctave system for protein purification.



Presentation in the office. Photo: Biotech Fluidics

An attractive employer

Until 2025, it was primarily Biotech Fluidics that identified products at trade shows and similar events. Now, however, the company increasingly finds itself being approached by inventors and smaller companies.

– We interpret this as a sign of our successful projects, and that word has spread among companies and colleagues in the industry. Our international success also makes us an attractive employer.

At Biotech Fluidics, people

from a wide range of academic, business, and technical backgrounds work side by side. Many have a scientific degree with different specializations and a strong technical understanding.

– During autumn 2025, we have started recruiting an application and product specialist, and with the growth we are experiencing, we will need to recruit for similar roles going forward. Anyone with relevant expertise or an interest in our company or partnerships is welcome to meet us at Nordic Life Science Days, says Fritiof Pontén.

“We are small enough to stay creative and agile, yet large enough to be an approved supplier to the biggest companies in the industry.”

– Fritiof Pontén, Biotech Fluidics

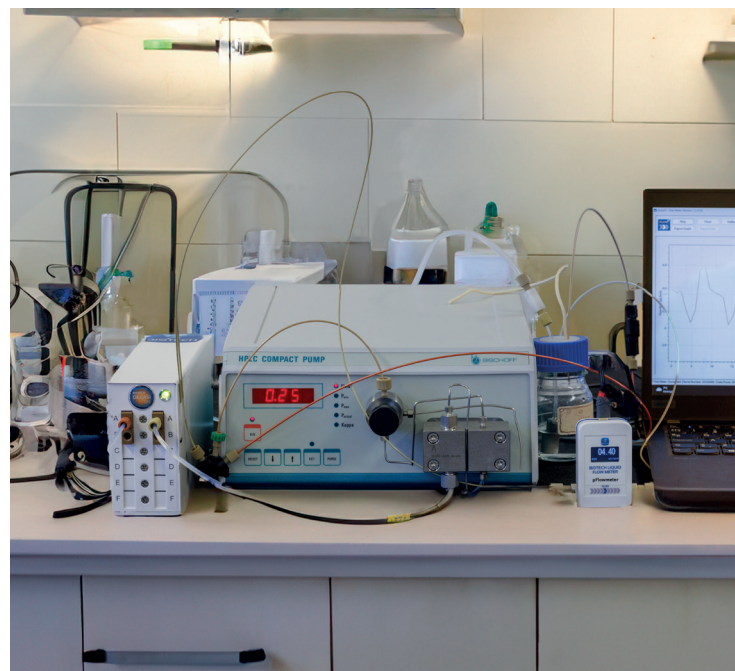


Image of Biotech Fluidics' equipment. Photo: Biotech Fluidics