Company Profile

Industry Sector: Products for Laboratory Research and Drug Discovery

Company Overview:
- Functioning prototypes in place, patents awarded
- Seeking partnership to complete and introduce new technology
- Awarded NIH SBIR Phase I, Phase II grants totaling $1.3M

Target Market(s):
- Drug discovery laboratories in pharma, biotech, and academia performing secondary drug screens—narrowing a list of initial hits to a small number of lead compounds
- Laboratories performing research with precious liquids or dangerous compounds such as Select Agents
- General biological research lab market (lower priority)

Management

G. Steven Bova M.D. (CEO)
- Experienced Research Director in large academic and biotech environment
- Founded and managed biotech startup now at $3M revenue; serves large pharma and institutional customers
- Extensive experience in software and user interface development

Gordon I. Robertson MBA Ph.D. (President)
- Experienced Fortune 500 executive
- Founded, funded and ran $7M startup
- Hands-on systems engineer with electronics, mechanical, embedded software and robotics expertise

Key Value Drivers

Technology: Liquid Archiving and Handling Automation for Biological Laboratories and Pharmaceutical Industry.

Competitive Advantages:
- Web-based system to enable scientists to seamlessly plan, and execute liquid handling tasks with full documentation
- Unique patented disposable storage and dispensing container enables scalable interoperability among laboratories and reduces contamination risk
- Novel dispensing technology eliminates disposable tip cost and reduces custom plating costs by up to 95%
- LSystem can be used as the basis for a powerful enterprise-level sample management network

Plan & Strategy: Provide early access to Drug Discovery laboratories. Identify strategic partner/investor to optimize and introduce the product to wide market.

Product Development

LSafe Cartridge with positive displacement sliding piston, built-in dispensing tip, unique barcode ID, 1.5 mL Vol. Status: 2 US Patents, Molds designed and tested, 1000 units built, Evaporation and dispensing precision targets met.

LSpense Bench-top Dispensing System is fully automatic, controlled by LTrack web-based application. Dispenses into 96- or 384-well plates from up to 200 cartridges with verification of cartridge ID. Affordable at <$100K. Status: Performance verified. 1 US Patent, 2 operational systems.