



**Contact:** Jean-Michel Lélias  
**Location:** San Clemente, California, USA  
**Email:** jmlelias@genofi.com  
**Tel:** 949-388-2787  
**Website:** www.genofi.com



U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES  
 National Institutes of Health



National Institutes of Health Commercialization Assistance Program  
 (NIH-CAP)

## Company Profile

**Industry Sector:** Life Sciences

**Company Overview:** Genofi, LLC, was founded in 2003 with the aim of providing unique cDNA libraries in a variety of formats that would facilitate new types of research in genomics and proteomics. The core competency of the company has two main technological objectives: 1) the full exploitation of its proprietary reagents for the discovery of novel protein isoforms that could be incorporated into high-throughput assays for drug discovery, and 2) the development of a reliable platform for screening potential interactions of small molecules, biologic drugs (such as secreted proteins), or nucleic acids (DNA or RNA) with a comprehensive representation of the human proteome *in-vitro*. The company currently offers genomics-based discovery tools through direct internet sales and through distributors such as Toyobo in Japan and Agilent Technologies in the US.

**Target Market(s):** Academics, biotech and pharmaceutical companies.

## Key Value Drivers

**Technology\*:** Genofi provides high-quality cDNA library products that are specifically designed to increase full-length representation of mRNA molecules obtained from different tissues or cell lines. The technology is focused on the rapid discovery of novel splice variant isoforms for comprehensive study of the proteome.

**Competitive Advantage:** Genofi is the first to offer PCR-based reagents (Splicist™ Panels) allowing overnight experiments for identifying and further isolating the cDNA clones of the variant transcripts. (The experiments are carried out using basic laboratory equipment.) Other companies targeting this market area (e.g. ExonHit and Affimetrix) offer microarray platforms that allow only the detection of known or predicted splicing events without providing the ability to identify the complete transcript sequence or obtain the corresponding cDNA, which is necessary for downstream research applications.

**Plan & Strategy:** To use this product line to create an assay-based platform with SNAP-tag technology (licensed by Genofi from Covalys) and partnering with the distributor that acquired this technology to sell a large panel of the corresponding reagents (NEB).

\*Technology funded by the NHGRI and being commercialized under the NIH-CAP

## Management

### Leadership:

Jean-Michel Lélias: Member and Managing Director  
 Paul Todd, Ph.D.: Director of Technology Development  
 Sandra Soares: Director of Product Management

### Scientific Advisory Board (to be negotiated):

David Lockhart, Ph.D.: Chief Scientific Officer at Amicus Therapeutics  
 E. William Radany, Ph.D.: President and Chief Executive Officer at Verdezyne  
 Terry Gaasterland, Ph.D.: Professor of Computational Genomics and Director of Scripps Genome Center at the University of California, San Diego

## Product Pipeline

Product	Research	Optimization	Production	Launch	Partner
Human Mosaic	✓	✓	✓	✓	✓
Rat Mosaic	✓	✓			
Human Splicist #1	✓	✓	✓	✓	
Human Splicist #2	✓	✓	✓	✓	
Rat Splicist #1	✓	✓	✓		
Rat Splicist #2	✓	✓	✓		
Cloning vectors	✓	✓	✓		
Clone Collection	✓	✓			
SNAP-tag assays	✓				