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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: Optical sensing devices, software and instrumentation.

Company Overview: IOS develops cutting edge-technologies in optical sensing and instrumentation. We take innovative technologies through the development cycle, all the way to fully-functioning independent spin-off companies that focus on physical, chemical, remote sensing, and biological sensing instrumentation.

Target Market(s): Point of Care in laboratory, hospital, and doctor's office settings, as well as high throughput screening for new drug screening.

Key Value Drivers

Technology*: Localized Surface Plasmon Resonance (LSPR) array is a label free detection system that will allow earlier detection of diseases such as ovarian and prostate cancers, faster identification of e-coli and ????.

Competitive Advantage: Reduced number of steps over current assay methods; smaller equipment that is easier to use; less cost per test, with the ability to run more tests (multiples of the same test or a variety) at one time

Plan & Strategy: Seeking a licensing partner or direct investment for a spin-off company

*Technology funded by the NCI, National Cancer Institute, and being commercialized under the NIH-CAP

Management

Leadership:

- ◆ John Farina, Chief Executive Officer
- ◆ Dr. Robert Lieberman, President
- ◆ Aaron Cohen, Chief Operations Officer
- ◆ Dr. Lothar Kempen, Chief Technical Officer

Scientific Investigators:

- ◆ Dr. Glenn Bastiaans, Principal Investigator
- ◆ Dr. Srivatsa Rao, Scientist
- ◆ Dr. Indu Saxena, Scientist

Product Development

Faster test results and decision making. We're targeting a sample-to-answer time under 30 minutes. In a lab setting, this would greatly improve throughput and operational profitability. For comparison purposes, the standard waiting time for results from a CA-125 test can range up to 2 weeks.

Versatile, economical platform. Our system will accommodate existing and new assays for a wide variety of target diseases. Our cost-competitiveness would be compelling for running low-margin, high-volume tests.

Applicability to a variety of user segments. Collapsing costs and test times would create value for hospitals, clinics, physicians' offices, emergency responders, and any remote location where rapid test results are needed.

Portability and ease of use. The point-of-care version of our system, for clinical or field use, will be automated and self-contained, significantly reducing the need for specialized personnel training.

