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

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

Company Profile

Industry Sector: Diagnostics

Company Overview: Lynntech, Inc. is a technology development company that has 20 years of commercialization success. Our sensor division is striving to become a major supplier of diagnostic tests for diverse market sectors, including biomedical, homeland defense, and food and water.

Lynntech's commercialization successes are built on strategic leveraging of various collaborative R&D projects and programs within the company, as well as with universities and outside entities.

Lynntech, with a team of dedicated scientists, engineers, and collaborators, is committed to developing rapid, inexpensive point-of-care (POC) diagnostic platforms and related preparation methods.

Target Market(s): Major blood banks and hospitals worldwide, non-traditional healthcare settings, clinical diagnostic laboratories, Department of Homeland Security, food testing laboratories, biotech and medical research facilities.

Key Value Drivers

Technology: Lynntech is developing a novel convective-flow real-time PCR thermal cycler platform that allows rapid and low-cost molecular detection of pathogens. Using this Pathogen Detection System or PDS, Lynntech is aiming to screen blood platelets for bacterial contamination prior to transfusion in less than 60 minutes.

Bacterial contamination is the second-leading cause of transfusion-related death, and screening platelets for bacterial contamination is becoming the standard of practice around the world. Current screening methods are too slow (overnight culture) or not sensitive enough (*e.g.* dipstick) for reliable screening. A complementary sample preparation platform for DNA extraction is also being developed at Lynntech.

Competitive Advantage: Lynntech's thermal cycling system is faster, simpler, and cheaper than commercially-available real-time PCR thermal cyclers. Our innovative design produces reliable results quickly, without the need for specialized training and without sacrificing sensitivity. An elegant embodiment using off-the-shelf components ensures low-cost and easy adaptability to numerous assays.

Commercialization Strategy: *Phase I* – Secures internal and NIH Competitive Renewal funding for advanced device validation. *Phase II* – Seeks investors and strategic partners for regulatory process, product manufacturing and marketing.

Management

Leadership:

John Clanton, CEO
Pivotal in the development of one of the country's largest and fastest digital data storage centers

William W. Botts, Chief Commercialization Officer
22 years of experience as the CEO of a NASDAQ company

Oliver J. Murphy, Chief Technology Officer
Ernst & Young Entrepreneur of the Year Award (2006)

Season Wong, Ph.D.
Sr. Research Scientist

Scientific Collaborators:

Professor Victor Ugaz – *Dept. of Chemical Engineering, Texas A&M University*
Professor Benjamin Lichtiger M.D., Ph.D., MBA. – *MD Anderson Cancer Center*
Professor Michel Jacobs, M.D., Ph.D. – *University Hospitals of Cleveland*
Roslyn Yomtovian, M.D. – *Transfusion Medicine Expert, Case Western Reserve University*

Product Development

Strategy for first product: *Pathogen Detection System*
Each year, over 4 million platelet units are processed in the U.S. and 1.7 million doses of platelets transfused in Europe. Platelet screening is an emerging market with potential commercialization values of $100M in the US and $300M worldwide.

Goal: Obtain blood bank and transfusion service contracts for PDS (in the hundreds) and annual purchases of assay reagent kits (0.5M units/yr) for blood platelet testing.

Opportunities in other key market segments
Leading diagnostic companies (medical, veterinary, homeland security, and food) who already own licenses in PCR assays and *Taq* polymerases will likely acquire the POC-formatted technology to increase assay sales.

Commercial Milestones	Target Date
Identify Partners	Q3 2009
Prototype demonstration to potential partners	Q1 2010
FDA approval process started	2010
FDA approval	2012

Technical Milestones	Target Date
Prototype performance testing	Q3 2009
Determine specificity and sensitivity of QC-PCR	Q4 2009
Detect mixed bacterial samples in platelets	Q1 2010
On-site testing at MD Anderson Cancer Center	Q2 2010