

## 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)

## 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.

## 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

## 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,

**LTrack Database and Control Application** supports easy setup of Dispensing Job by researcher using database of available sample cartridges, then controls LSpense system to execute the job automatically. Permanently records dispensing details with 21CFR11 compatibility. Status: Detailed functional specifications prepared, "Lite" version using MS Excel and Access operational.