

Entrepreneurial ID «venture leaders» 2010



Name: DURAND Nicolas

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Project/ Company name: ABIONIC

Short description: Based on an innovative nanotechnology approach, Abionic will develop and provide fast and low cost screening tests for medical diagnostic uses. As a first product, Abionic will deliver a novel allergy diagnostic test.

Web site: <http://www.abionic.com>

Industry: Nano-tech / Bio-tech

The Start-up

Status : The company is in way of creation (expected for August 2010)

Company / team size: 3 in 2010

Product / service: Abionic's first product, named abioDISC™, is a biomedical screening device that provides low-cost detection of pollen allergies, and will be targeted for use in doctor's offices.

Target customers: The targeted customers are allergy specialists, dermatologists and pulmonologists, who follow infant and adult patients presenting allergy symptoms and requiring causal allergen diagnosis.

Financing: Abionic current financing are self-funds of around CHF 50k. This first seed is dedicated to finance patent fillings, business development, prototyping and preparation for following fund raisings. Abionic expects to raise in CHF 8M in 2011 to build the disposable biosensors abioDISC™ and reading units abioSCOPE™ assembly production lines.

Growth objectives:

	2010	2011	2012	2013	2014
Market shares	0%	0%	0%	0.6%	1.8%
Number of employees	3	5	11	28	70
Company profit (kCHF)	-300	-1'400	-4'200	6'800	28'000

US objectives:

1. Present the business strategy and get advices from different point of views
2. Share knowledge and business experiences with other future entrepreneurs and coaches
3. Increase Abionic's network and get in touch with experts in US business development

Description:

Abionic will supply physicians and clinical researchers with the abioDISC™, a biomedical diagnosis device that provides personalized allergy profile. Abionic *in vitro* test is designed to be a fast, reliable and low-cost alternative to the standard painful skin tests or the expensive and time-consuming blood tests that are analyzed by laboratories. Two international patent applications (PCTs) covering devices technology and methods of use were filed by the EPFL. Allergy diagnostics is a high value niche market of CHF 3B.



The venture leader

Nicolas was 14 years old when he got his first entrepreneurial experience. He co-founded "Speed Memory", which was a small computer assistance company, consisting in helping and training people of Lausanne with their computer issues. Since then he followed several entrepreneurial lectures and decided to train his entrepreneurial skills by managing the committee of several associations. In 2002, he was elected President of the Robotic Association of EPFL "Robopoly", and afterwards, he founded and presided over the Aeronautical Association of EPFL "AéroPoly" counting 135 members participating in about fifteen activities every year.

All these experiences have further increased his motivation to create a company. Currently finishing a PhD in nanotechnologies applied to life sciences at the EPFL, Nicolas is using the extra time of his project to realize the first prototypes and soon to create with Dr. Iwan Märki (CTO), Dr. Greg del Val (CSO) and Prof. Theo Lasser (Scientific Advisor) the company "Abionic".