


Entrepreneurial ID «venture leaders» 2010

	Name: Kilian Imfeld
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	Project/ Company name: 3Brain
	Short description: High-resolution imaging system for in-vitro electrophysiology
	Web site: www.3brain.com
	Industry: Electronics

The Start-up

Status : Company created within the next 6 months, product available	Company / team size: 3
Product / service: We sell a high-resolution MEA platform consisting of i) a high-speed acquisition system, ii) of disposable BioChips and iii) of a control & data analysis software.	
Target customers: Public and private Research Labs in Neuro- and Cardiac Science, Drug Screening Companies	
Financing: Self-financed	
Growth objectives: We want to become the market leader for high-resolution electrophysiology systems. During the first three years we will address in-vitro research systems whereas in the fourth and fifth year we plan to extend our product range towards industrial high throughput drug screening systems.	
US objectives: It is important for 3Brain to get a good position and a strong business network in the US. The US market is critical to penetrate in Neuroscience and a good backup can strengthen our position with respect to our European competitors. Starting with an initial business network in the US is a good opportunity to enter into the American business world, which differs from the European business mentality in many ways.	

Description:



We offer the world's first patented high-resolution in-vitro electrophysiological Micro Electrode Array (MEA) platform. The spatial resolution that we can provide with our MEAs allows measuring large networks of electrogenic cells down to the cellular scale. Thus, this will enable researchers to get a deeper insight into the world of complex neuronal networks and lead to a better understanding of the brain and associated pathologies and disorders. 3Brain develops, assembles and tests these instrumentation platforms and sells the systems to a distributor of Neuroscience tools. With the current product, we address a market volume of about 1000 R&D labs worldwide, however subsequent product development based on our measurement can significantly extend the total volume. The main competitors are MultichannelSystems, Biologic and Axion, whose current technologies does not allow scaling up the spatial resolution to large networks.

The venture leader (and his team)

Driven by enthusiasm and passion for technology, I believe that I can face the interesting challenges to take the results from our research to market. By combining my professional experience in an industrial R&D lab (Asulab SA, Swatch Group) and my education in Engineering (i.e. MsEE and Biomedical Engineering and PhD in Microtechnology), I have a balanced background that helps me to develop the appropriate product(s) in order to comply with the needs of researchers in Medicine and Biology. My two co-founders, Luca Berdondini and Alessandro Maccione, complete the team and add a wide range of required scientific and technical expertise needed for the success of our technology. Luca Berdondini, who did his PhD in Microtechnology at the University of Neuchâtel, is currently working as a team leader at the Italian Institute of Technology (IIT) in the Neuroscience department. Alessandro Maccione, PhD in Biomedical Engineering from the University of Genova, is working as a senior scientist in the same department of IIT.