

## Entrepreneurial ID «venture leaders» 2007

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Label-free measurement systems for direct and fast investigation of biochemical reactions in research, pharma and life-science

*Industry:* bio-tech, life science

### *Biography*

After his studies in physics at the ETH Zürich, Max Wiki joined the CSEM (Centre Suisse d'Electronique et de Microtechnique SA) for his PhD thesis where he invented the novel optical biosensor technology. Today he holds 8 patents and patent applications in the field of optical biosensors. He continued his career in the high-tech company OC Oerlikon in Liechtenstein, where he established unique high-volume production technologies for biochips that fulfilled the high quality requirements of the pharma and life science customers. Before re-joining CSEM in 2006, he gained hands-on start-up experience in the young company Synova SA in Lausanne. Today Max Wiki is focusing on the StartUp **CallidoSens** for commercializing the innovative label-free biosensor technology.

### *Company / project*

**CallidoSens** will lead label-free detection technologies for biomolecular interactions to new dimensions. **CallidoSens** will not only accelerate pharma R&D with label-free biosensors for high throughput screening (HTS) but also deliver high-content information such as kinetic data and affinity data about biochemical interactions at the same time.

Today, the total pharma market has a size of over 600 BnUS\$. A share of 8.5% (~ 50 BnUS\$) of the sales is reinvested into R&D to develop new drugs. A ratio of typically 5% (~ 2.6 BnUS\$) of the Pharma R&D spending is invested into instruments and consumables and represents the total market size within Pharma R&D for **CallidoSens'** products and services.

In pharma R&D for measuring association and dissociation rates, affinity constants, and determination of specificity, label-free detection today is a well established technology but exhibits very low throughput. **CallidoSens** will combine the unique advantages of label-free detection with high throughput screening using a standardized platform and will give the customer an advanced tool for highest reliability and fast selection of the best suited chemical compounds.

**CallidoSens** will provide complete solutions to customers to retrieve high-content information in a HTS environment. The reliable instrument in combination with high-quality consumables will be key elements of the unique solution.

Currently the activity **CallidoSens** is running with 4 FTE within CSEM and a Start-Up on is scheduled 2007 in Landquart and will have 30 people in 2011. **CallidoSens** is currently looking for seed-financing and the first investment round towards end 2007.