

Entrepreneurial ID «venture leaders» 2009

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Project/ Company name: *PiezoSens*

Short description: Piezoelectric resonators for high-performance sensors in bio and medical applications.

Industry: Bio-electronics, sensors

The venture leader

Over the past few years I have attempted to explore the possibility of exploiting my main occupation, that of physics and mathematics in different fields, from an entrepreneurial perspective. In the past, this activity resulted in the creation of two companies and brought me a lot of pleasure and experience.

1. **Repetitor-Mikon**, www.repetitor-mikon.ru (rus only). During the second year of university I and my friend, being students of 17 and 18 years old, realised that we were able to teach mathematics and physics more efficiently than some teachers (the reason: youth helps to find a common language with schoolchildren, this was tested on several examples – results were great!). So, we decided to found a company that provided private teaching for school students in Moscow (a city with a population three times larger than the whole Switzerland), where we employed other students. Founded from our own money, we returned all that was invested in 6 months.
2. **AzbukaMedia**, www.azbukamedia.ru (rus only), founded by the same people as the previous company. The company's activity – educational multimedia products. After some activity in private teaching we established a partnership with one of the biggest publishing houses for multimedia products in Russia. Four pilot products were developed by both cofounders using our and our employees competence in teaching, and afterward the company received the deal to develop a line of products –25 of which (different subjects, different levels) are now available on the market.

Both companies are now run by the second co-founder, after I developed an interest to try something more global in the field of high-tech and began my PhD at EPFL.

The idea for **PiezoSens**, a high-sensitivity piezoelectric device for bio and medical applications, appeared during my PhD work in EPFL. Based on results already achieved, we believe that PiezoSens has a potential in bio and medical applications, such as viruse and protein detection and will supply its future clients with better performances solution.

The Company / project

Piezosens is developing a tool for medical and bio-analysis, such as viruse and protein detection in bodily fluids (blood, saliva, urine) and liquid food products (e.g. milk). A key element of this tool is an ultra-sensitive piezoelectric device invented and patented by us that we believe if integrated within electronics and optimized by biologists for their desired applications will push down existing detection limits.

The current status of the project is in development of the mentioned key element – the piezoelectric device. Within one year from now, we are planning to assemble a prototype of the tool and to make trials and optimization in collaboration with labs and R&D centres, which are our initial target customers. Using universality of the tool principle that is proven by existing alternatives we are planning to attract clients from various research domains and afterwards to define, with their help, certain application(s) which have the potential to be industrialized. This is our eventual goal.

Now we are looking for partners with competences in electronics development as well as for early stage collaboration with bio-oriented researchers.