

## Entrepreneurial ID «venture leaders» 2009



**Name:** Mario Vögeli  
**Contact:** mario.voegeli@arktis-detectors.com, +41 (0) 78 616 80 08  
**Company name:** Arktis Radiation Detectors Ltd  
**Short description:** Arktis' goal is to revolutionize the detection of radiological and explosive threats in freight containers. Our patented technology will provide security operators with more precise and reliable information than any other system on the market.  
**Web site:** www.arktis-detectors.com  
**Industry:** Security, Transportation

### *The venture leader*

Mario is Co-Founder and COO of Arktis Radiation Detectors Ltd. After receiving a Master's from the University of Zurich in business administration with an emphasis on technology and innovation management, he began his professional career as a management consultant. For the past 6 years he has been working as a project-, process- and quality manager in the defence, security and medical device industry. He is therefore familiar with many aspects of managing a business and has firsthand experience of what it takes to successfully develop and market innovative technology.

In his free time, Mario enjoys travelling and photography and is an apt paraglider and sailor.

### *The Company*

Arktis is developing a new generation of radiation detectors for freight container screening.

Based on an innovative and proprietary technology with unique capabilities, Arktis aims at circumventing the inadequacies of current technology by offering broader sensitivity while drastically reducing the rate of false positives.

The detectors from Arktis have extended sensitivity to a form of radiation emitted specifically by nuclear materials, in particular Plutonium. This allows a drastic increase in the potential to detect the threats of the highest consequence. As the detectors also extract more information on the radiation source in question, they allow better judgment of threat severity. The rate of false positives or "nuisance alarms" triggered by benign sources, namely industry products like ceramics, granite, kitty litter, is therefore dramatically reduced.

The main users of the detectors can be divided in 3 main groups. Border crossings (seaports etc.), nuclear sites (nuclear power plants, nuclear waste disposal) and other industries (Military, Metals etc.). While selling components and upgrades to Systems Integrators already present in the relevant markets, Arktis also plans to sell directly to local customers, forecasting revenues of approximately USD 15m by 2013.

Arktis was founded in 2007. Since then the size of the team has grown to five and the momentum of growth continues. We are currently looking for experienced professionals in the fields of electrical and mechanical engineering as well as software development.

Just having closed a round of seed financing, Arktis will test the technology in relevant environments and achieve first revenues. Besides additional partners for development, production, and testing we are searching for investors with a relevant track record in our markets to support us in an A-Round Financing of USD 5m in Q2 2010.