

Instras Scientific LLC
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Industry: Lab Instrument

Executive Leadership:

Nathan Stevens, PhD, Co-Founder

Scientific/Technical Advisory Board:

Prof. Naphtali O'Connor, Polymer Chemist, Lehman College
Prof. Diana Samaroo, Biochemist Chemist, City College of Technology
Prof. Daniel L. Akins, Physical Chemist, City College
Vaidas Zakarka, Electrical Engineer, DoneTek

Seeking:

- \$85K (Bootstrap)
- Manufacturing Partner

Legal:

- LLC, NJ 2007
- IP: Custom Device Electronics and Copyrighted Firmware

Purpose of Presentation:

- Business Development

Executive Summary:

For the past five years, Instras Scientific LLC has become the market leader for spin coater kits. Such devices are typically used in the R&D of thin-film based products, such as solar cells, microchips, and sensors. Hundreds of our units are in use all over the world, at top research institutions and companies including Harvard, MIT, Columbia, Cambridge, Stanford, Princeton, Carl Zeiss, and Corning.

Company History:

Instras Scientific was founded in 2007 to provide software services for academic based research groups. In 2013, based on the needs of the research community, we pivoted to the spin coater market.

Market Opportunity / Unmet Need:

The biosensor R&D market is expected to reach \$800 million this year. A large part of this expenditure is being driven by the increasing demand for portable point-of-care medical devices, based on thin-film biosensor technology i.e. glucose meters. Such technology generally takes years, and requires expensive and complicated instruments to go from initial idea, to a proof of concept device, and finally, to a minimum viable product. **We reduce the time and expense to get to a proof of concept device.**

Products/Services:

In order to reduce the cost and time it takes to get to the proof of concept stage for researchers and students, we are developing a Toolkit for new biosensors. The Toolkit contains both a streamlined device for thin film fabrication (Dip-Coater), as well as the components and mobile app for data acquisition and validation (Experiment Module).

Commercial / Technical Milestones:

- | | |
|---------------------------------|---------|
| • First Dip Coater Prototype | 10/2018 |
| • Second Dip Coater Prototype | 02/2019 |
| • Third Dip Coater Prototype | 06/2019 |
| • Experiment Module Prototype | 10/2019 |
| • Toolkit Beta Testing 20 units | 02/2020 |
| • Toolkit Launch of 200 units | 04/2020 |

Competition:

Our primary competitors are dip-coater device manufacturers, however these devices cost thousands of dollars and do not provide an integrated platform for biosensor fabrication and validation.

Financial Projections (Unaudited):

2019: -\$85K (R&D) | 2021: \$300K (300 units) | 2023: \$840K (800 units)