



DESTINATION STARTUP

GenoFAB, Inc.

One-Sentence Summary of What You Do: Leveraging the power of automation to increase the productivity of R&D in biotechnology.

Affiliated Institution: Colorado State University

Have you formed a company yet? Yes

Funding/Financing: Grant Funding, Direct/Indirect University Support, Angel Funding (including Self or Friends/Family)

Please describe your company and the problem you are trying to solve: The return on research investment in life science has been steadily decreasing over the last 10 years. It is now below 2%. Some may accept this situation as the inevitable consequence of biological complexity. Biological complexity can be uncovered with more and better data. Increasing the quality and quantity of research data without increasing research costs requires a radical transformation of research processes to unlock the biotech R&D productivity.

What is/was your go-to-market strategy? We are initially focusing on the development of biomanufacturing processes. This market segment combines two main advantages. The processes are mature and fairly simple. The return on automation investment is quick and predictable. We will engage biomanufacturing companies through a participation in the three Manufacturing Innovation Institutes (National Institute for Innovation in Manufacturing Biopharmaceuticals (NIIMBL), Advanced Regenerative Manufacturing Institute (ARMI BioFabUSA) and the upcoming Bioindustrial Manufacturing Innovation Institute. We are also actively engaged in the activities of the Engineering Biology Research Consortium, the Colorado Bioscience Association, and the SynBioBeta Innovation Network.

How will/do you generate revenue? The GenoFAB platform allows users to define and execute research processes as a sequence of computational and experimental steps that may be performed in house or subcontracted to external service providers. The GenoFAB platform increases the efficiency of these research workflows by reducing errors, achieving economies of scales, and dividing labors between specialized suppliers. It will support four revenue streams:

- 1) professional services to develop custom workflows,
- 2) software licensing fees,
- 3) commissions on supply chain transactions, and
- 4) government grants and contracts.



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How will this showcase benefit your company or technology? We are raising a seed round of \$1M. This event will also increase our visibility in the local community which could help us identify new business opportunities and potential hires.

Who are the members of your team and why is this the right team to get the job done?

Staff

- CEO: Jean Peccoud (part time) also Professor at Colorado State University. Large network of connections in the biotech industry. The GenoFAB's platform was developed partly in responses to the challenges he experienced running his laboratory at CSU.
- Director of Business Development: Aaron Reynolds. 10+ years of sales experience in pharma and bioinformatics.
- Director of Bioinformatics: Mark Rogers. Received a PhD in bioinformatics after 20 years of experience as software engineer working for HP and other software companies.
- Chief Application Architect: Jason Zwolak. PhD in computer science. Expertise in cloud computing and computational biology.
- Software Quality Assurance and Documentation Intern: Charlotte Cialek, doctoral student in the Biochemistry department at Colorado State University

Advisors

- Accounting and taxes: Unify CPA, Fort Collins
- Corporate Attorney: Maready LLP, Christiansburg VA
- Intellectual Property: Shah IP Law, PLLC