

BIOPIX-T... A long short story

Alexandros Pantazis

Co-founder, Head of Production and Product Development



BIOPIX-T

27 May 2022

Mission & Vision



Our mission is to offer portable diagnostic devices to every potential end-user, regardless of financial status, geographical location and training.



Our vision is to become an innovation leader in the field of molecular diagnostics and grow into an international company with significant global presence.

How it all began?

Φώτης Καφάτος LaBoX

A portable lab-in-a-box platform for field applications

ΟΜΑΔΑ: Καθ. Η. Γκιζελή^{1,2}, Δρ. Γ. Παπαδάκης², Δρ. Α. Παναζής², Καθ. Κ. Καλαντίδης^{1,2}, Καθ. Χ. Δημητρακόπουλος³

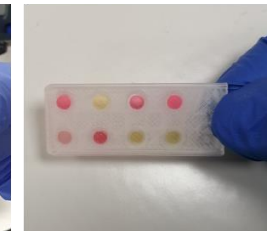
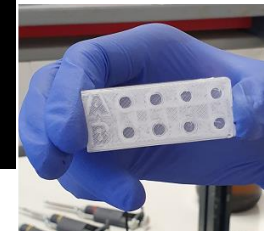
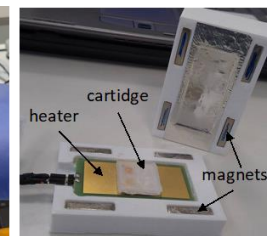
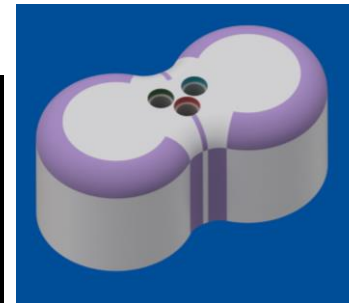
¹Τμήμα Βιολογίας, Παν. Κρήτης, Ηράκλειο

²IMBB - Ίδρυμα Τεχνολογίας και Έρευνας, Ηράκλειο

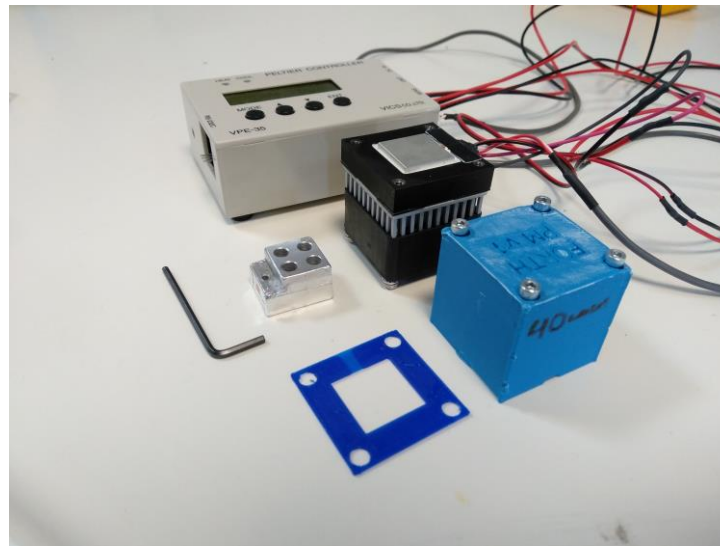
³Πειραματικό Γενικό Λύκειο Ηρακλείου



Directed by Alexandros Pantazis on location 35° 30' 74.31" N, 25° 08' 19.52" E



The idea



The idea

BIOPIX DNA TECHNOLOGY P.C.



Est. of BIOPIX-T



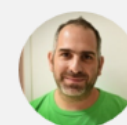
Founders

Dr. George Papadakis, PhD



CEO / BSc Biology, MSc Biochemistry, PhD Molecular Biology / co-inventor / LAMP expert/ 5 patents / 5 innovation awards / 35+ Publications

Dr. Alexandros Pantazis, PhD



Head of Production / BSc Physics – Microengineering, MSc & PhD in Protein Biotechnology / co-inventor / 2 patents / 20+publications / 20+conferences

Nikolaos Fikas, MSc



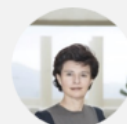
Head of Software / BSc in Plant Genetics, BSc in Synthetic Biology, MSc in Protein Biotechnology/ co-inventor/ 1 patent / experience in consulting and software dev.

Sergios Katsaros, MBA



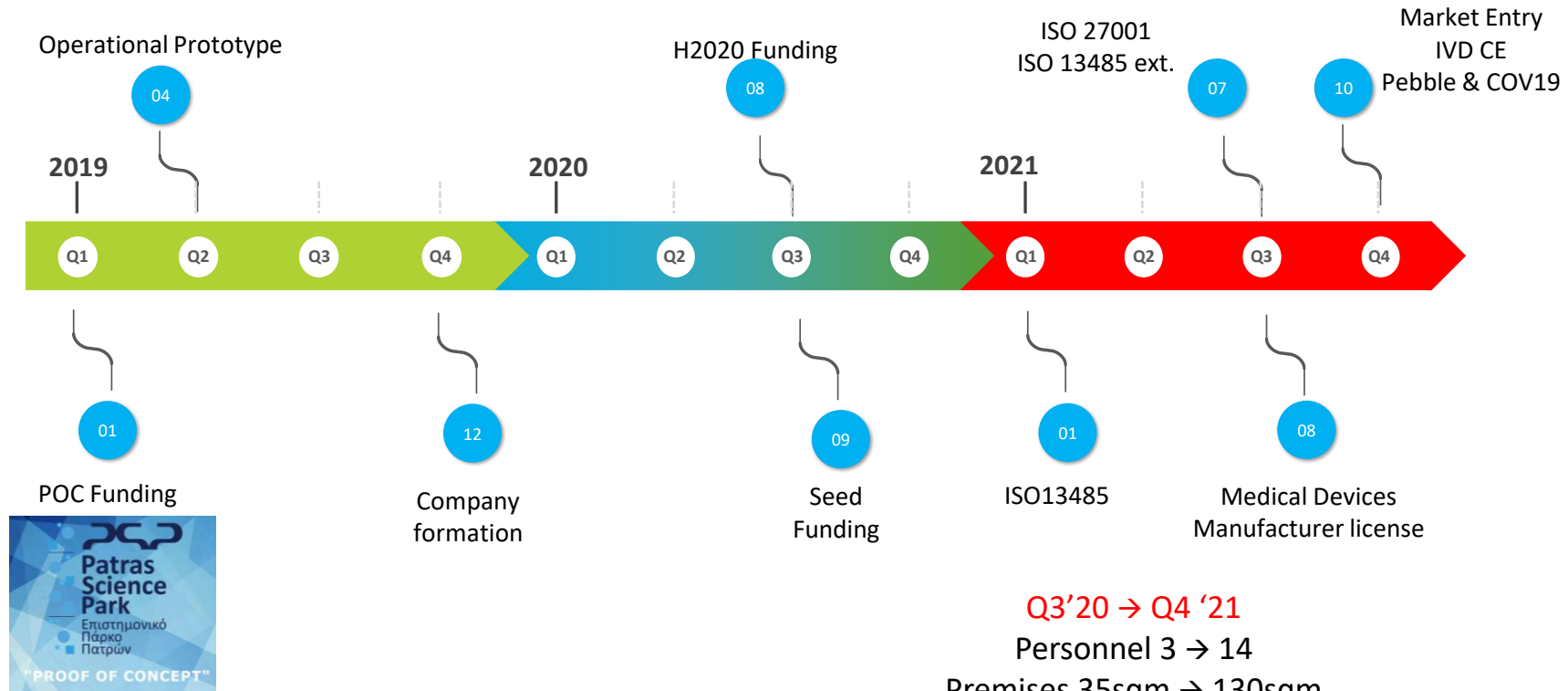
Head of Commercial / MEng, in Electrical and Electronic Engineering / MBA / 20+yrs in Business Development and Finance for multinationals and start-ups.

Prof. Electra Gizeli



Academic co-founder / Biosensors LAB - dpt. Of Biology at the University of Crete and FORTH/ 4Patents / 85+ Publications

Timeline



From LAB to Market in 1 year!

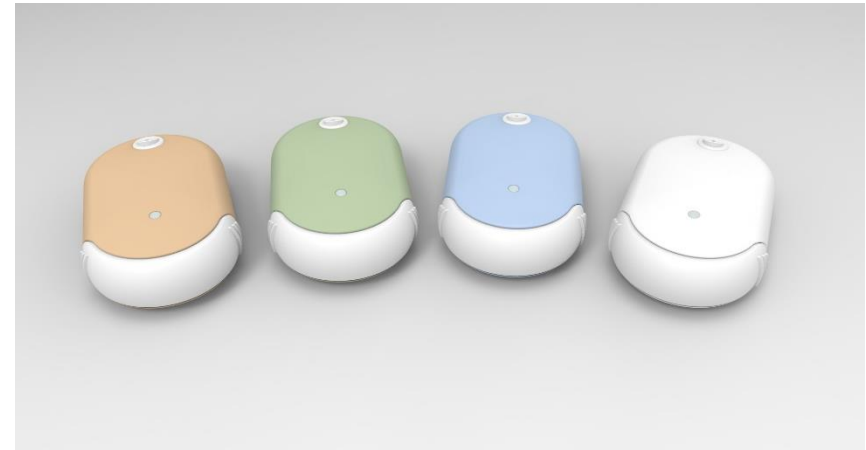
Q3'20 → Q4 '21
Personnel 3 → 14
Premises 35sqm → 130sqm
No OPs → QMS ISO13485 / ISMS ISO27001
R&D only → IVD Manufacturer's License
1 prototype → 4 CE-IVD products

When a prototype becomes a product?

PROTOTYPE DESIGN (IRIS)



COMMERCIAL DESIGN (PEBBLE)



The products



CE IVD



Collaborations

GR



GR



CH



SA



DE



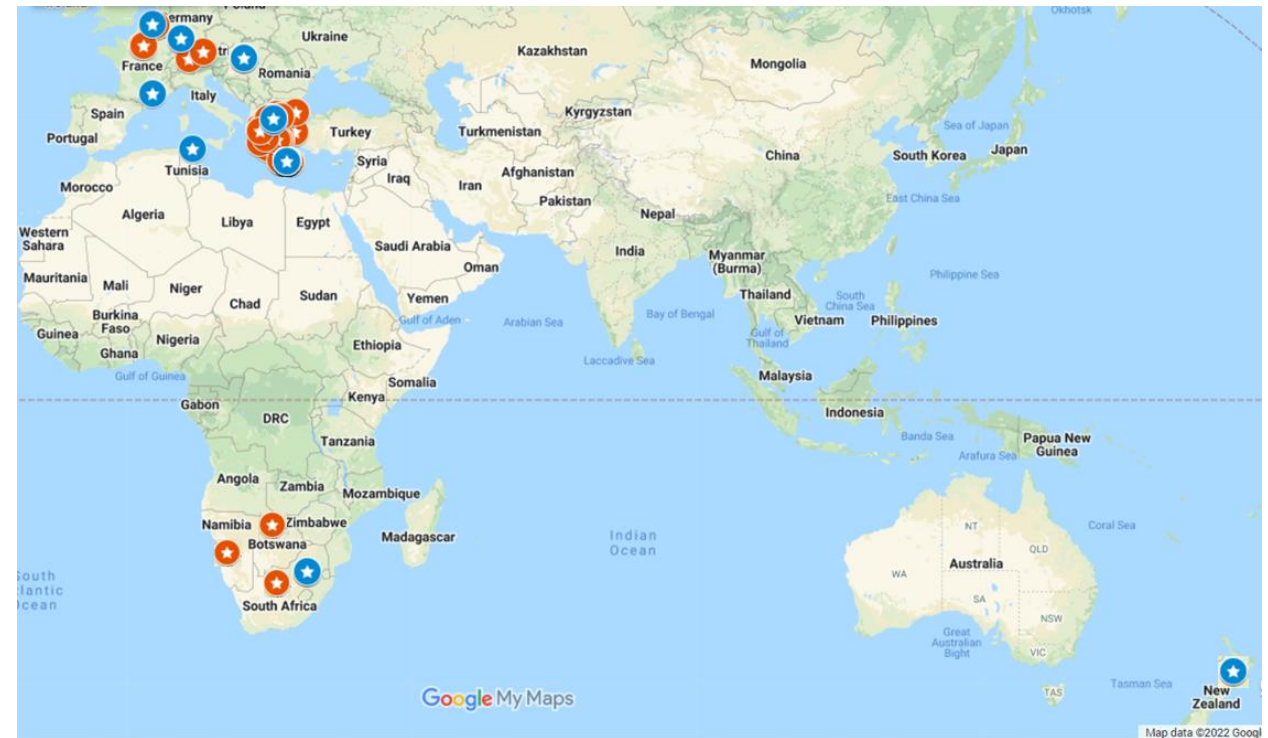
UK



FR



La science pour la santé
From science to health



Funding

Aug. 2020 - BIOPIX-T and seven partners were granted the necessary funds through a [European Covid-response Call](#) (H2020), to immediately certify and deploy its device together with the accompanying tests for COVID19 and Influenza A

Grant: **EUR 2.4M** (non dilutive)

Total budget: EUR 3.2M



Sept. 2020 - BIOPIX-T was funded by [Metavallon VC](#) and a group of Greek healthcare related private investors to support its market entry efforts. This funding round closed with the entry of [Eleven VC](#) from Bulgaria in March 2021

Funds: **EUR 1.45M** (convertible)

Pre-money valuation EUR 4.8M



Seed Funding Scope
Series A Scope

: Build a MVP and prove Product Market Fit ✓

: Improve existing products, expand product range, expand into new markets

Future plans

- Improve existing products
- Expand Product range
- Expand into new markets
- Optimize Production
- Increase Production
- Increase personnel
- Move to a new location



<https://foundersguide.com/planning-ahead-for-the-future-of-your-business/>

The team



Current personnel 19

Production: 3.5

R&D: 8

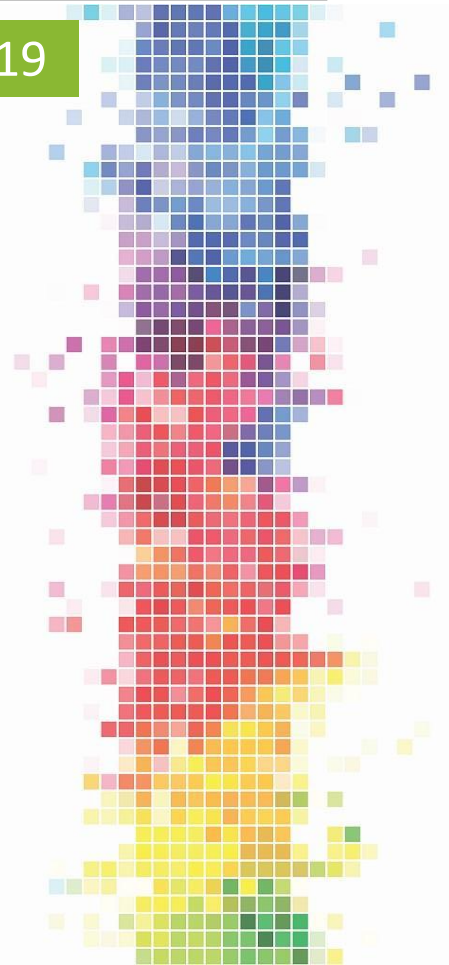
Commercial/ Sales: 2

Financial/ Accounting: 2

Legal: 1

HR: 1

IT: 1.5



My two cents

- You will not become a millionaire in a year
- You will have to sacrifice a lot of personal time
 - Try not to sacrifice your health
- Invest on R&D
- Choose people with the same mindset
- Support your team, Listen to the team
- You will never have the perfect product
- There are cases with increased “heat”
- Spent your investment wisely?
- Your products are the alpha and the omega
- R&D in industry
- VCs that will support the company





Thank you for your kind attention!