DESTINATION STARTUP

Botanisol Analytics

One-Sentence Summary of What You Do: Botanisol Analytics developed the world's first autonomous disease detector for national security efforts.

Affiliated Institution: University of Arizona

Have you formed a company yet? Yes

Funding/Financing: Grant Funding, Venture Capital

Please describe your company and the problem you are trying to solve: Current medical diagnostics can't go to real world environments and test masses of people in real time. We've developed the world's fist autonomous disease detector. With a single button interface, a result is provided in 60 seconds with 91% accuracy. The technology is undergoing a rigorous clinical study at Harvard Beth Israel Deaconess Medical Center, with authorization anticipated in March 2022. We are under contract with the US Air Force Research Laboratory and National Guard and have access to $15,000,000 from them to scale the technology starting next year. All aspects of the system are patented and patentable, including the machine, the test cartridges, and the machine learning algorithms.

What is/was your go-to-market strategy? The market for existing medical diagnostics, depending on how it is defined, is between 20 and 40 billion dollars worldwide. That doesn't include any of the places that this new thing called an "autonomous disease detector" can go, such as airports, schools, offices, sporting events, and many more. For this reason the total possible market is estimated to be in the tens of billions of dollars annually. We have existing contracts throughout the national security world. Unlike competitors, our customers can waive FDA requirements that would apply to a traditional medical diagnostic device company. This means that we can scale rapidly throughout the national security world years earlier and at less expense than our competition. We are protected and given special access and up to 15 million dollars in grant funding to expand from our current proof of concept to "strategic capability at scale." We have a letter of introduction from the Chief Technology Scout at Headquarters, United States Central Command offering introductions to all service branches and three-letter-agencies worldwide including allied nations. We are actively involved in conversations with numerous private sector users to whom we will be able to market the technology post FDA authorization in early 2022.

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How will/do you generate revenue? We are in revenue, with 2.5 million in military contracts to date and a request for a 5 million order from the national guard. Our technology will also be distributed by a supplier of medical equipment to US Special Operations Command and the strategic national stockpile. We can expand through sole source procurement, which means that unlike traditional medical device makers, any government customer can buy our product without a competitive bid process. This provides rapid scalability throughout the national security world. A wide array of private sector customers is awaiting our Harvard clinical study report and FDA authorization. The technology can already be sold to private customers in some other countries effective immediately. We are working closely with European, Asian, and Middle Eastern partners on a plan for dissemination.

How will this showcase benefit your company or technology? We are 72% subscribed on a 5 million dollar venture round and we would enjoy having the opportunity to recruit the remaining investors. We are actively seeking a quality systems manager, an engineer, and a software developer. Strategic partners are always welcome.

Who are the members of your team and why is this the right team to get the job done? CEO David Talenfeld has started two prior life science companies. The first is still in operation developing a new drug, and the second was recently sold for 22 million dollars. Chief Technology Office James Foley has successfully developed multiple FDA and CE mark approved, AI driven medical diagnostic products. Director of Research Dr. Ayse Ulgen has a computer science and biostatistics background, is a professor of medicine, speaks 5 languages and is responsible for our research collaborations worldwide. Our hardware team previously built components for Raytheon Missile Systems. We have licensed patented technology from the University of Arizona and are pending licenses from work underway at Rensselaer Polytechnic Institute and Harvard University. We have announced a partnership with one of the world's foremost scientific instrument makers to produce up to 100 thousand units per year. We have customer support throughout the United States military as a result of our current contracts and strategic scaling programs.