

## LAB ASSISTANT

### One line pitch:

Lab Assistant allows scientists to fully automate laboratory management. It's the App Store for Life Science labs.

### Market Analysis:

France: 9,000 scientists, 1.3 Billions €budget (INSEE); Europe: 450,000 scientists, 53B€ (Eurostat); World: 2,000,000 scientists, 251B€. Big Pharma outsources R&D to CROs. This market alone is 27B€ and has been growing 6% for the last 5 years. CROs need tools to manage their operations and be cost efficient. Our software Lab Assistant is the first Lab Management Automation Platform to offer complete automation (see below), especially useful to CROs. Small biotechs are being developed everywhere to exploit CRISPR discovery usages and need simple lab management tools.

### Value proposition:

We connect protocol, data, and all laboratory equipment to one single place. Apps through Lab Assistant also connect to lab equipment to streamline the data collection process. Lab Assistant's API is open to any and all plug-ins including laboratory animals management, radioactive waste monitoring or scientific papers sharing. It is inevitable that all academic and industry laboratory management will be automated and managed online, and Lab Assistant will be that place.

### Business Model:

Lab Assistant is a Software As A Service that will become a Platform As A Service when the API will be made publicly available for third parties developers to plug-in complementary solutions. We charge \$250 monthly for a 10 scientist team (average size), on quote for large pharma companies and take a 15-20% fee on each complementary module sold on our platform. We charge fixed fees to lab suppliers who want to access invaluable usage data. There are 2M scientists out there, we plan on making \$250M a month, PaaS-model included

### IP and Regulatory situation:

None. Software cannot be patented.



## COMPANY PROFILE

- **Website:**  
<http://labassistant.com>
- **Field:**
- **Contact:**  
LONGET Sylvain  
[sylvain.longet@symbiosis-technologies.com](mailto:sylvain.longet@symbiosis-technologies.com)
- **Location:**  
4 Rue Pierre Fontaine  
91000 Evry  
France
- **Founded in:** //09/2015
- **Employees:** 4
- **Financial information (€):**
  - **Company stage:**  
Pilot Phase
  - **Capital raised to date:**  
65,000
  - **Monthly burn rate:**  
5,000
  - **Capital seeking and date:**
- **Investors:**  
David Placet (ex VP M&A Lehman Brothers 2000-2008) ,  
Fabrice Turcq (director Health sector, BridgePoint) ,  
Jean-Philippe Bourez (partner audit KPMG) , Jérôme Paradis (pan-european equity sales, Nomura) , Sébastien Dorier (pan-european equity sales, UBS)