Entrepreneur in Life Sciences: An Example!

Felipe Opazo
Why and how did you start a company?

Bachelor of Molecular Biotechnology Engineering
Why and how did you start a company?
Aptamers

Why and how did you start a company?

Opazo F et. al. (2012). *Nat Methods.*
GENERAL ADVANTAGES

- no batch effects
- ~10x smaller
- lightweight tags
NanoTag Biotechnologies

FOR MICROSCOPY

- high penetration
- higher density
- best for super-resolution microscopy
- quantitative imaging
- multicolor imaging
- no clustering
FOR BIOCHEMISTRY

- high capacity resins
- highly stable
- no light/heavy chains
- 1:1:1 ratio
- quantitative WB
- site-specific oriented coupling
FluoTag® anti-Mouse-IgG

FluoTag®-X series against species specific immunoglobulins

Products

Our current product lines are based on recombinant single-domain antibodies (sdAbs) derived from llamas or alpacas. This type of affinity Tags (also known as "Nanobodies"; trademark owned by Ablynx) provides significant advantages over conventional IgG molecules. All our Tags have been developed in-house. They are highly specific with affinities tailored for a wide range of applications.

FluoTag®-X2 anti-Rabbit IgG
FluoTag®-X2 anti-Guinea Pig IgG
FluoTag®-X2 anti-Chicken IgY

www.nano-tag.com
Requirements & Challenges

• Commercially feasible idea
  • Do your homework with numbers (business plan)
  • Look at the patent landscape

• Great team
  • Complementary skills
  • Committed

• Capital
  • VC, Angels, Incubators, Seed grants
Specific Dos and Don’t you have learned in the process:

• Believe in your idea/vision, but try to be objective & critical of it.
• Spend lots of time selecting your team, it is vital for the success of the company.
• Try to find a “guru” that can guide you.
• Keep focussed, do not try to encompass all at once.
• Try to generate IP, this increases the valuation of your company and attracts investors.
• Networking is vital (Postdoc network, Alumni meetings, conferences, social media, etc).
• Do not underestimate the time needed for your technology to be adopted.
Work-life balance?

- Dr. Selda Kabatas
- Dr. Manuel Maidorn
- Dr. Angela Gomes de Castro
- Shama Sograte Idrissi
- Natalia Waal
- Brigitte Salzmann-Aue

- Dr. Steffen Frey
- Dr. Jörg Götzke
- Dr. Markus Kilisch
- Alexandra Lück
- Verena Pape
take-home message?