

## Entrepreneur in Life Sciences: An Example!

Felipe Opazo

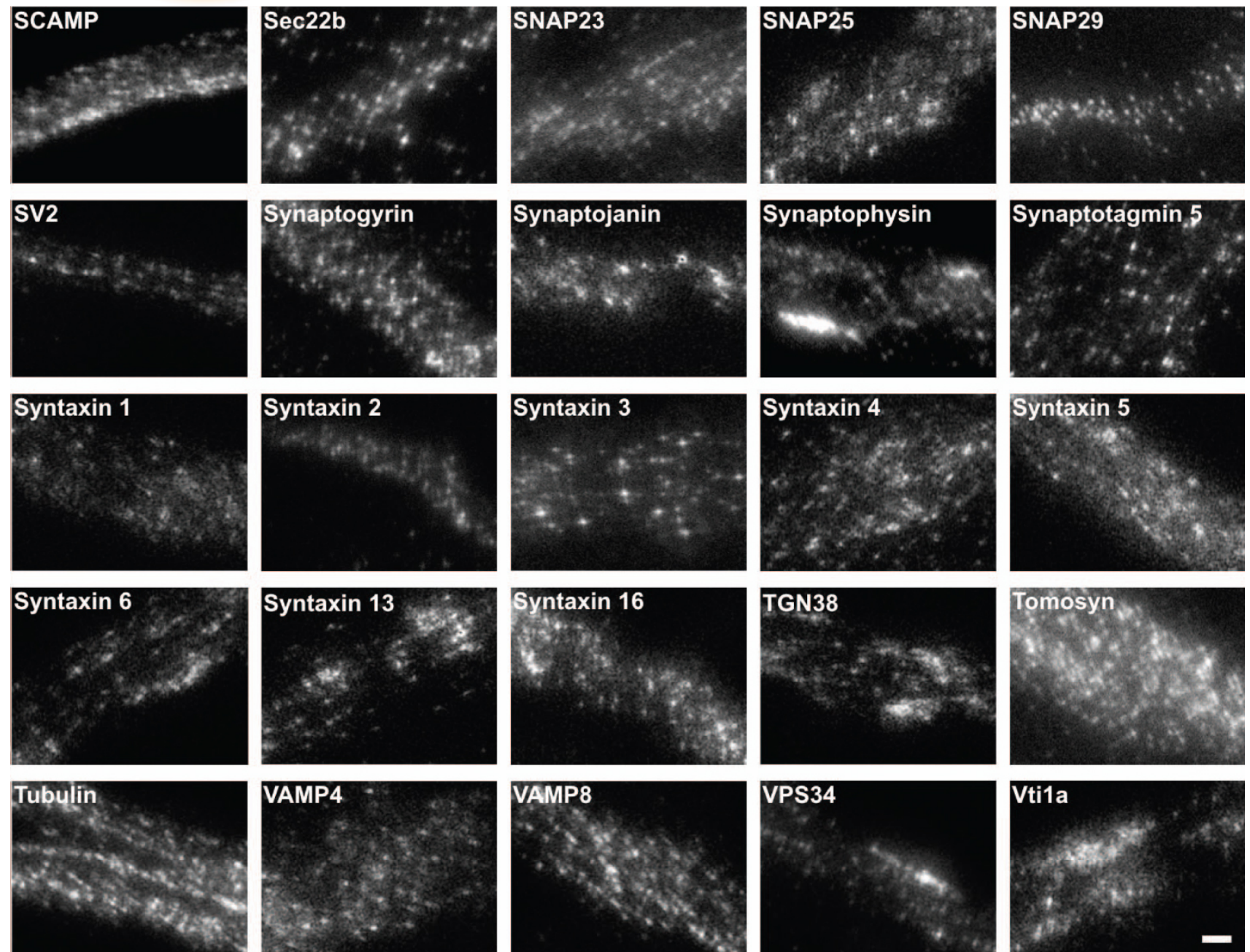
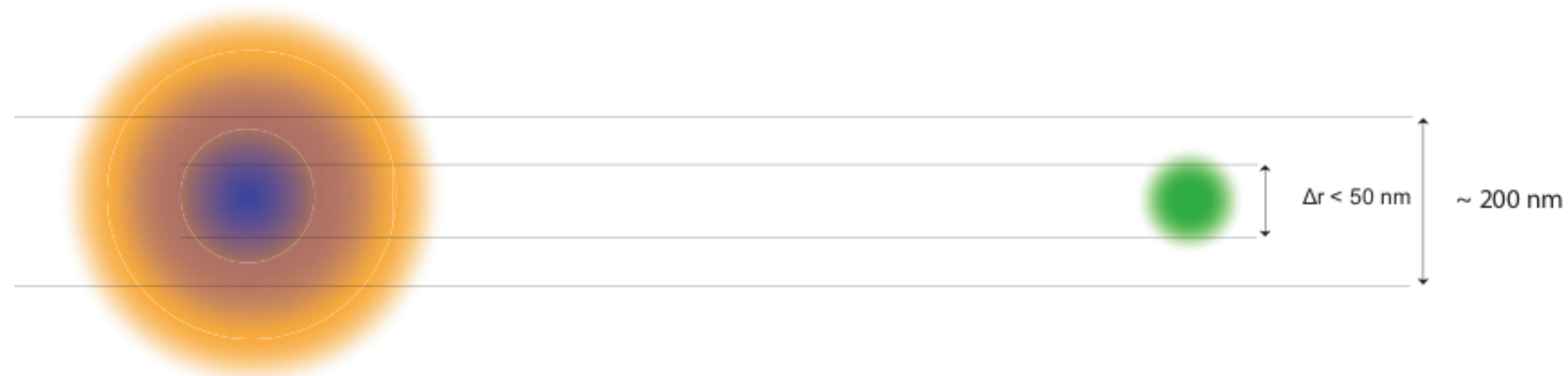
# Why and how did you start a company?



## **Bachelor of Molecular Biotechnology Engineering**

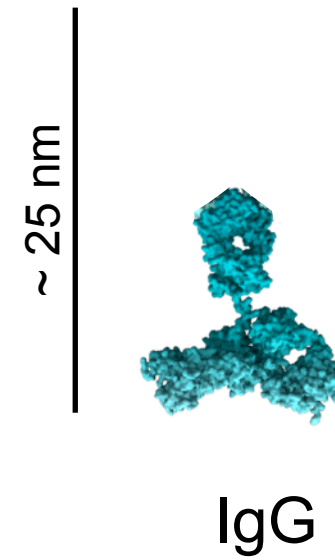
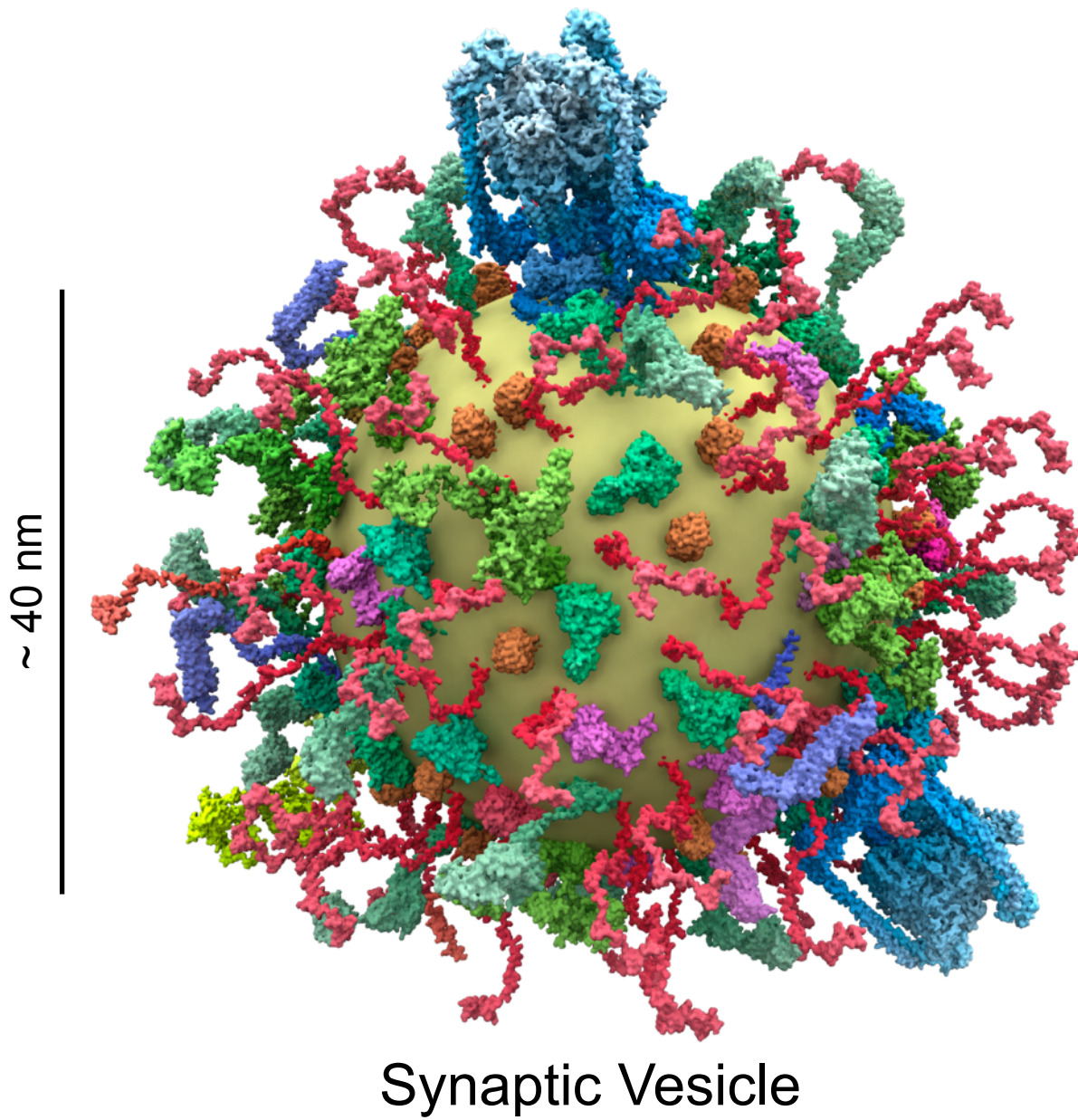
# Why and how did you start a company?

## STED microscopy principle





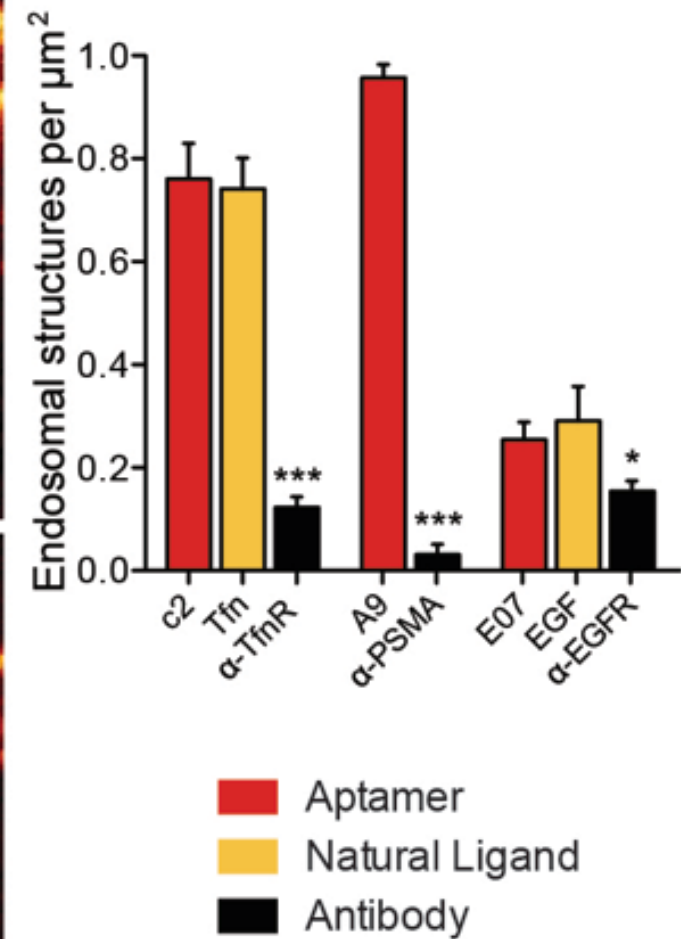
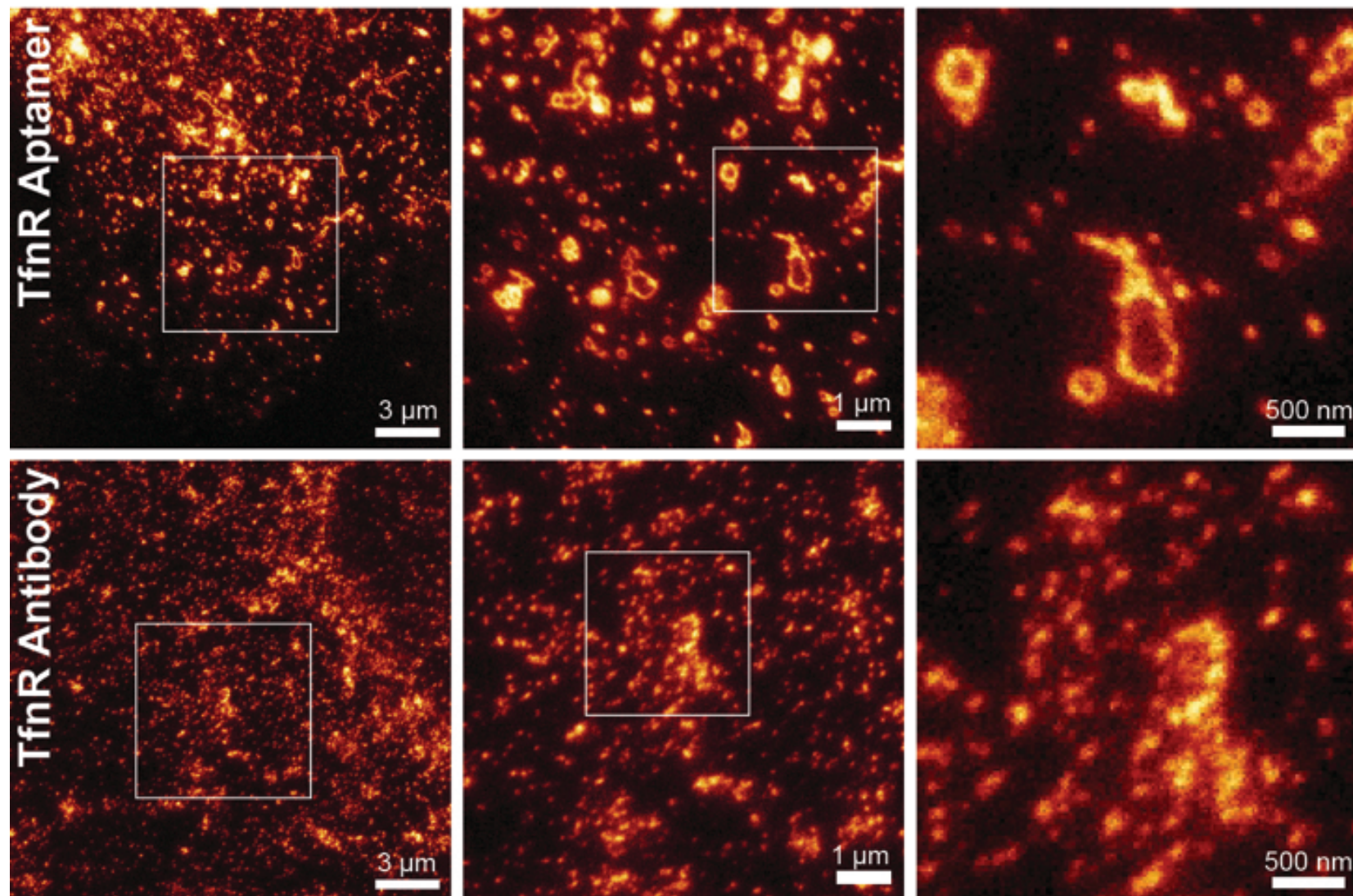
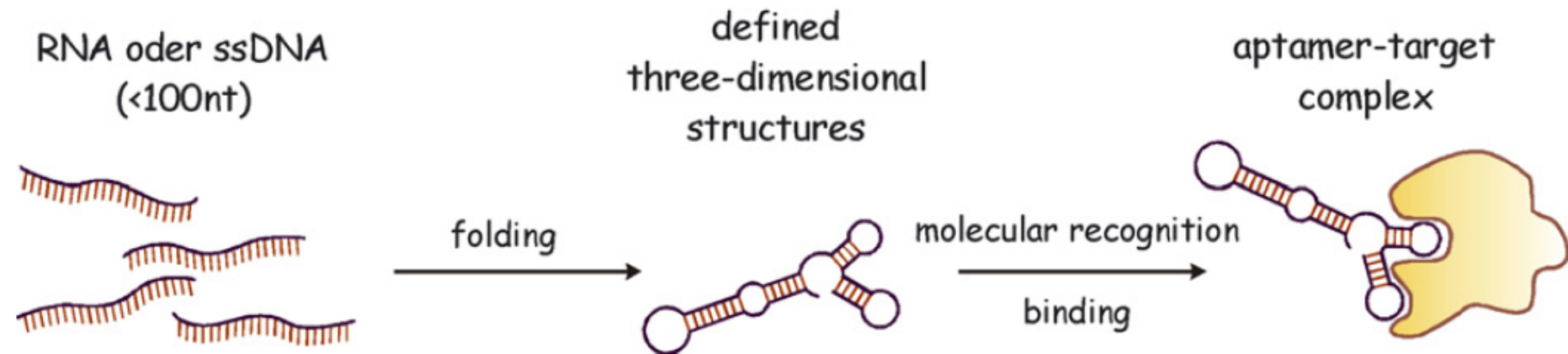
# Why and how did you start a company?



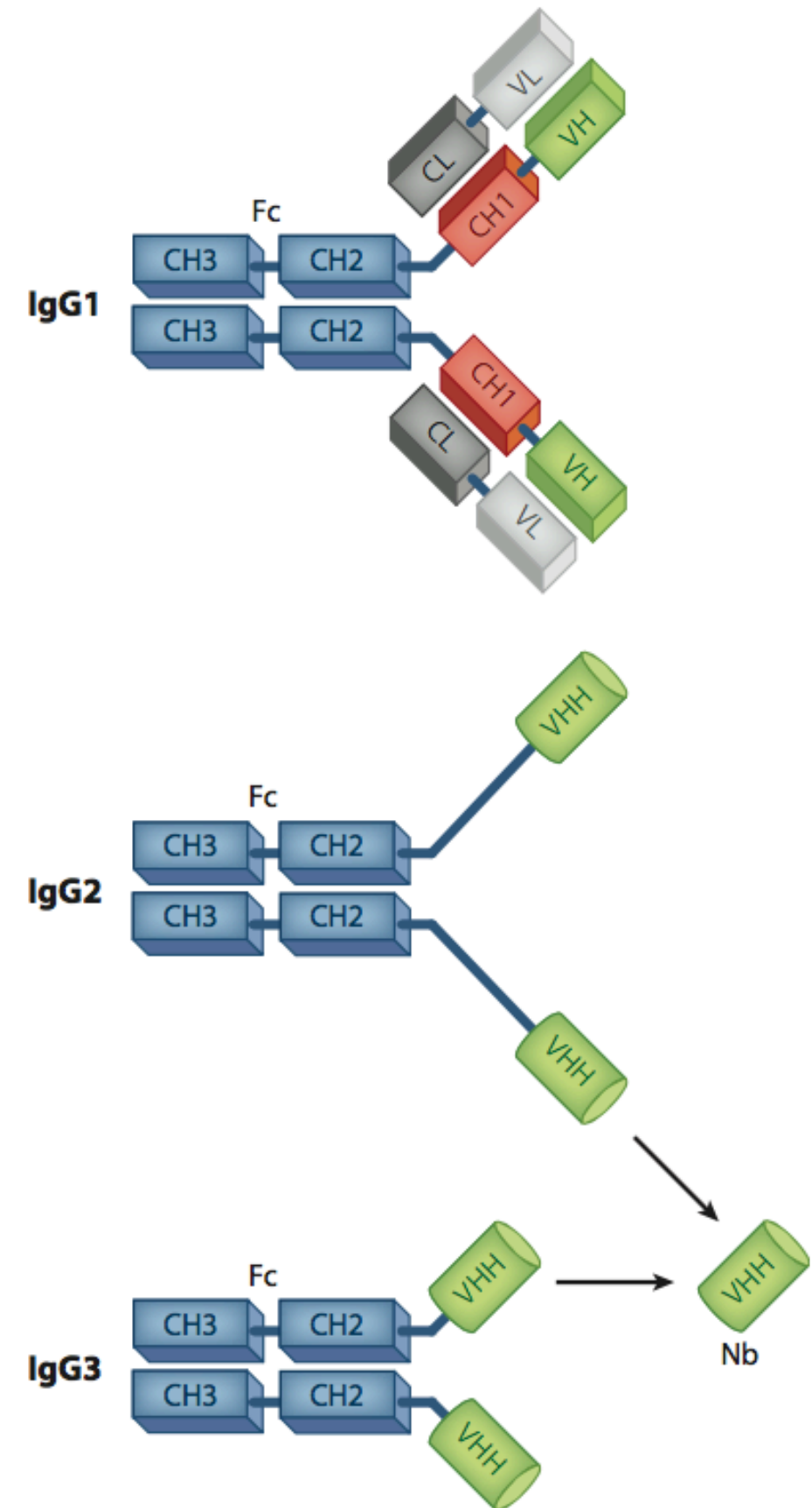


# Why and how did you start a company?

## Aptamers

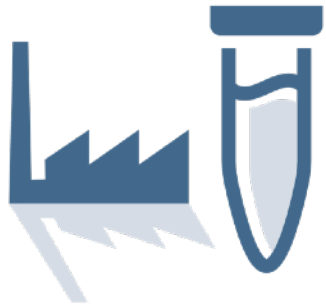






## GENERAL ADVANTAGES

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no batch effects



~10x smaller

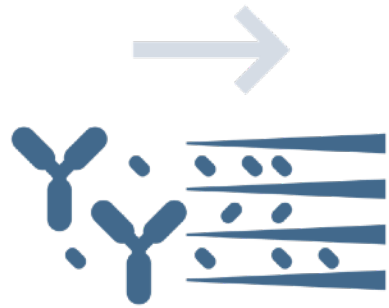


lightweight tags



## FOR MICROSCOPY

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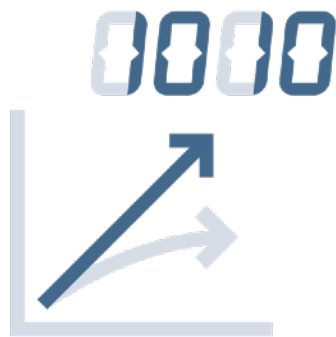
high penetration



higher density



best for super-resolution  
microscopy



quantitative imaging



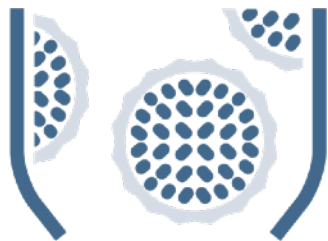
multicolor imaging



no clustering

## FOR BIOCHEMISTRY

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high capacity resins



highly stable



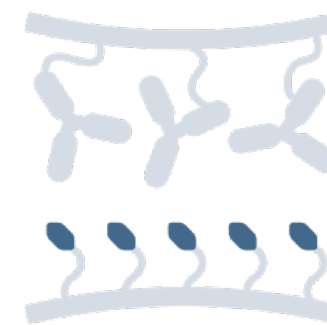
no light/heavy chains



1:1:1 ratio



quantitative WB



site-specific  
oriented coupling

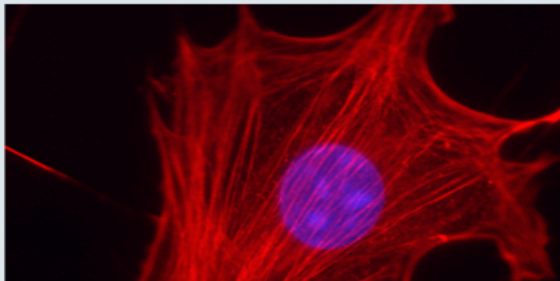
## FluoTag® anti-Mouse-IgG

FluoTag®-X series against species specific immunoglobulins

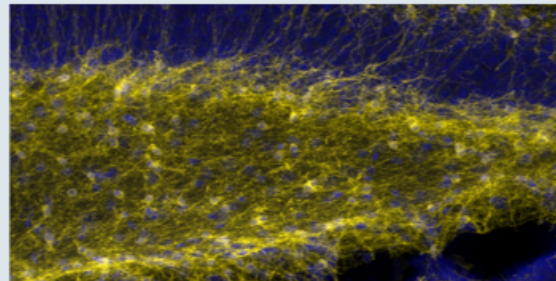


## Products

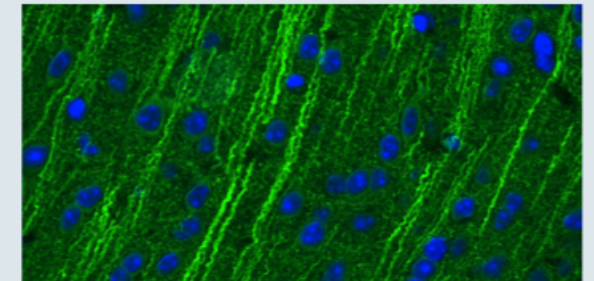
Our current product lines are based on recombinant single-domain antibodies (sdAbs) derived from llamas or alpacas. This type of affinity Tags (also known as "Nanobodies"; trademark owned by Ablynx) provides significant advantages over conventional IgG molecules. All our Tags have been developed in-house. 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](http://www.nano-tag.com)**



# What were the requirements and challenges you faced?

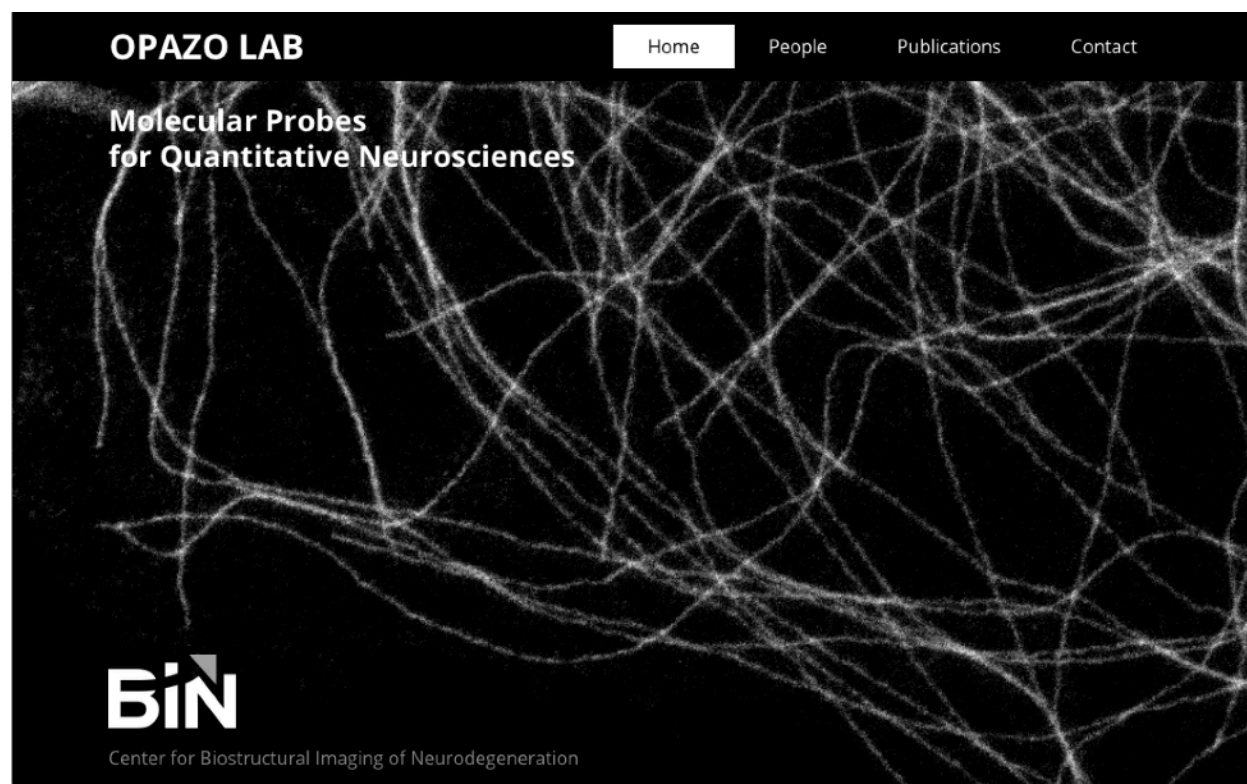
## Requirements & Challenges

- 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

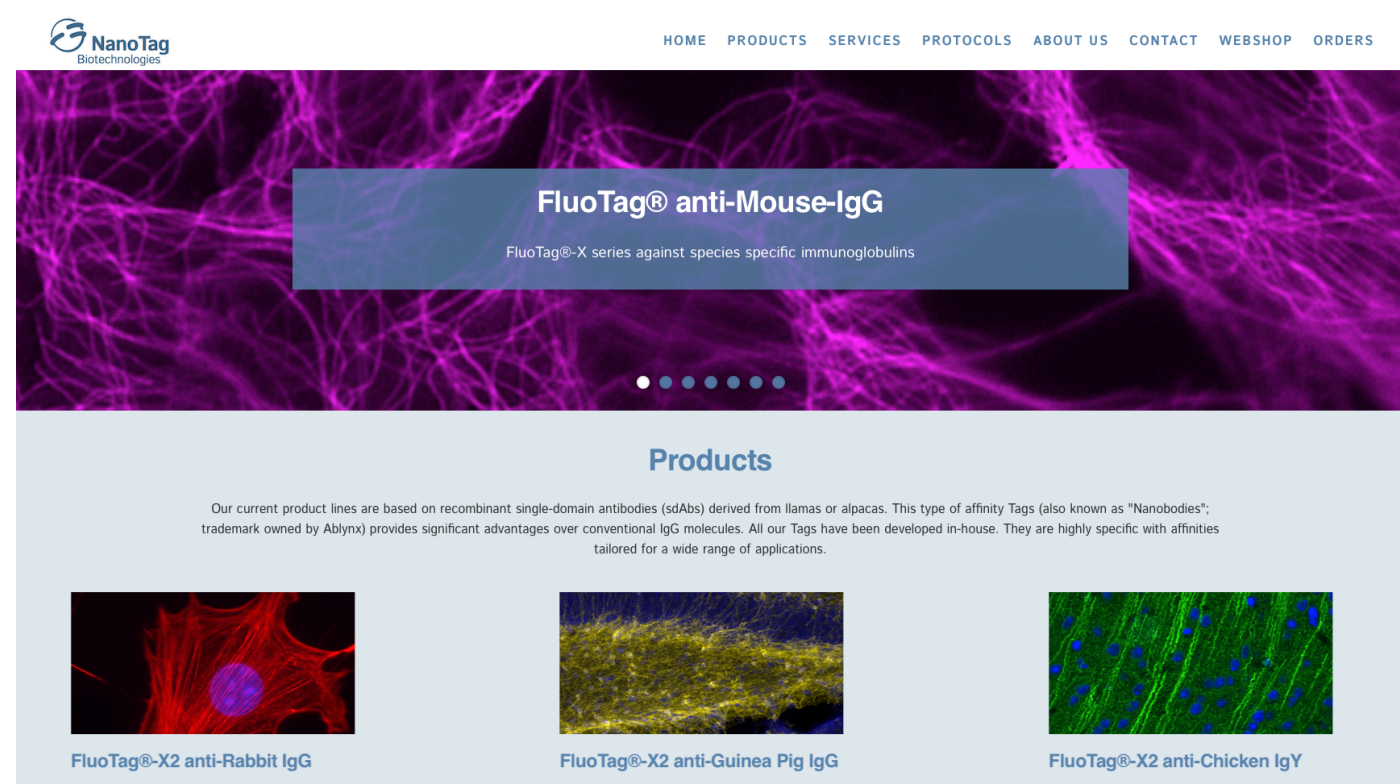
## Specific Dos and Don't you have learned in the process:

- 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?

