Team

Sebastian (41, technical lead) is a computer scientist who has been working in the field of life-science automation in the last nine years. Working on various automation projects, he identified the strong need for a consistent way of representing laboratory processes that allows for quick design and planning with respect to varying degrees of automation and in a collaborative manner. During this time, he led several teams working on the development of software that is now Merlin.

Motivation

We would like to develop a collaborative web tool called Merlin Process Designer that enables rapid iterative design and planning of biotechnological laboratory processes.

The tool combines thorough mathematical modelling of activities as well as related materials and resources, focuses on consistent documentation, is agnostic towards specific hardware and vendors, and implements goal-oriented modern user interfaces.

Market

Problem to solve	Rapid design of automated, manual, and mixed laboratory processes; consistent electronic documentation embracing process evolution and development; complex scheduling forecast; fast decision support w.r.t use-or-buy of equipment
Potential Customers	Biotechnological research laboratories in clinical research (e.g. Pathology), pharma, or life-sciences in general
Market Analysis	Global lab automation market >5 Billion USD by 2021, life-science instrumentation market > 60 Billion USB by 2021
Business Model	Web platform with a license-users-per-time model (month, year), cloud-based/on-site, optional: mobile app (like, e.g., Lucid Chart, Yodiz, …)
Further Fields of Application	Long-term strategic options: (a) provide compatible laboratory middleware for device control and process execution, (b) develop market place for laboratory protocols and sell approved protocols in close customer cooperation

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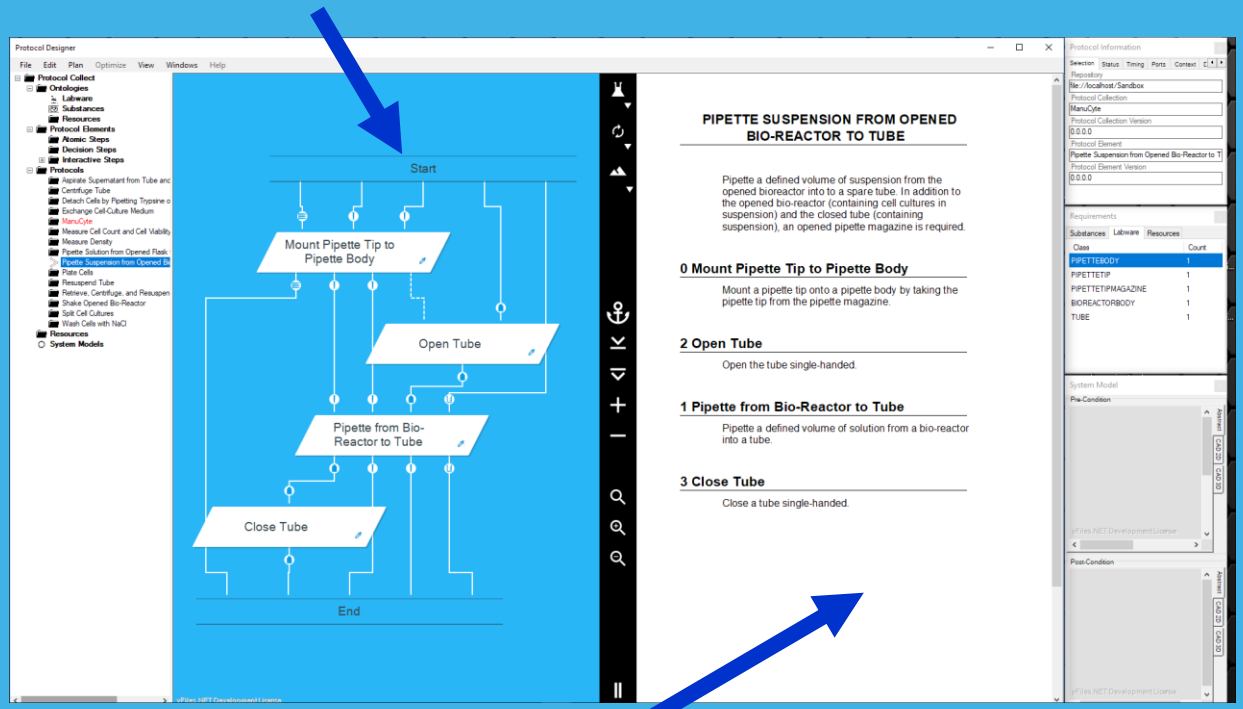
Technology

User-friendly, interactive material-flow representation of activities, based on ontologies of materials, substances, and resources; composable (“secret sauce”)



Integrated system modeling enabling consistent design and complex scheduling of laboratory processes before bying or using actual lab equipment.

Status quo 08/2017 of MVP: stand-alone MS Windows application

Prose representation that aims to mimic paper-like know from scientific and technical literature, automatically generated and synchronized from model (left hand side).

https://www.youtube.com/watch?v=LcZHQav4eg0&feature=youtu.be

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Offer

We offer	Technical expertise in the field of laboratory automation, process design, representation, and scheduling and process management, expertise in leading development teams, project management, and software engineering Equity participation is possible
We are looking for	Full founding team Economical expertise (Finance, Sales, Marketing, etc.) And/or business Angel / Venture Capitalist
The Incentive	Opportunity for investment and self-realization of software company with a cross-domain product in the life-sciences Shares of a new company
The Expectations	Economic background and/or expertise Entrepreneurial experience and market access Experience in developing software companies Interest in life sciences

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