

SAMPLE

Cancer Diagnostics

Startup identification

*What are the startups that have emerged
in the cancer diagnostics market?*

August 2020

Getty Images

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INTRODUCTION

Objectives of the report

The objective of the report is to provide a list of identified startup firms working in cancer diagnostics and a description of their patents, their pipeline, and the key people working there.

This report will help you to:

- ✓ Identify new business opportunities
- ✓ Identify new competitors
- ✓ Understand key trends, opportunities and perspectives

Why using patents to identify startups ?

- *Detecting hidden players* – Looking at patent documents makes it possible to identify companies that do not communicate much or even at all. It is a good way to detect companies that could not be found using more conventional methods (e.g. trade fairs, conferences, web searches, etc.).
- *Assessing the technology* – Technology is one of the keys to a startup's success and being able to understand and assess it is highly valuable. The specification of a patent document includes a lot of technical information that can be used to determine the advantages brought by new inventions. The patent claims can also be used to determine the protection the applicant is asking for, and therefore where its interest resides.
- *Identifying the key people* – The success of a startup is strongly linked to the team that composes it. It is therefore important to know the founders and inventors to assess the odds of its success. Patents enable the identification of inventors inside the companies. These inventors are technical experts who have laid the foundation of the technology the startup is developing. Describing the background of key people can help in understanding the startup project, and their history can reveal the extent of the know-how they have accumulated.



Startup identification



Technology assessment



Company's key people

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KNOWMADE PRESENTATION

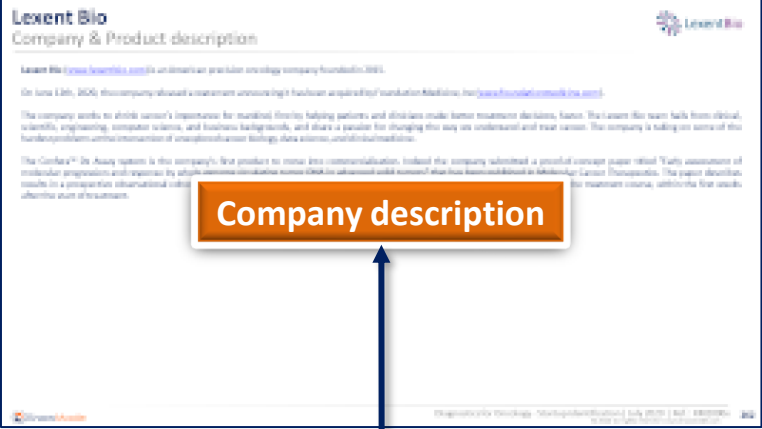
437

STARTUPS ANALYSIS

Sample slides (1/2)

SAMPLE

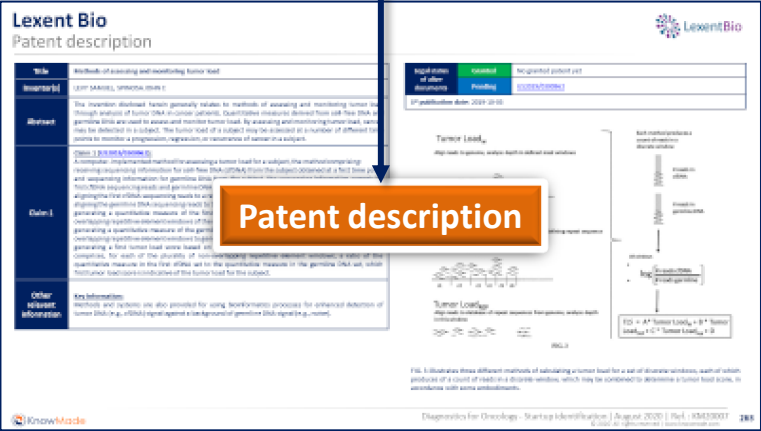
This report provides a description of the startup activity and the stage of development of its related product/service.



The slide displays the title "Lexent Bio Company & Product description" and provides an overview of the company and its technology. It mentions that Lexent Bio is an American precision oncology company founded in 2015, and describes its technology for personalized medicine. The slide includes text about the company's focus on cancer treatment decisions based on genetic data and its role in the Genentech's OncoPrint program.

Company description

FOR EACH OF THE 74 DESCRIBED STARTUP



The slide displays the title "Lexent Bio Patent description" and details a patent for a method of predicting and evaluating tumor load. It includes a table with the following information:

IP status	Status	Granted/Not yet
Patent status of other countries	Patented	
	Pending	US2016008749A1

The patent description text discusses methods of analyzing and monitoring tumor load through analysis of tumor DNA (tDNA) content. It includes a section titled "Tumor Load" and a mathematical formula: $TLO = 4 \times \text{Tumor Load}_A + 8 \times \text{Tumor Load}_B + 12 \times \text{Tumor Load}_C + 16$.

Patent description



The slide displays the title "Lexent Bio Key people and inventors" and lists several individuals associated with the company, including their names, titles, and educational backgrounds. It includes profiles for Ben J. Miller, Mark S. Jorgensen, and Neil Pedersen.

Key people & inventors

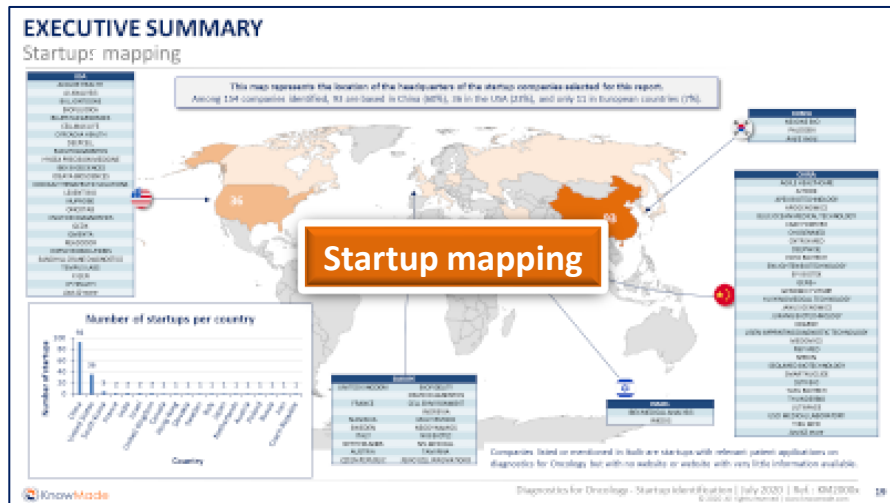
This report includes a detailed description of all the patents filed by each identified startup.

This report includes a description of the key people involved in each selected startup.

EXECUTIVE SUMMARY

Sample slides (2/2)

SAMPLE



EXECUTIVE SUMMARY

Summary table of the identified and described companies (1/7)

The following tables show location, pipeline and last fundraising for each identified startup. The Development stage corresponds to the marketing stage of the products of the company. "No information" means that there is no relevant information on the project's maturity or on the last fundraising.

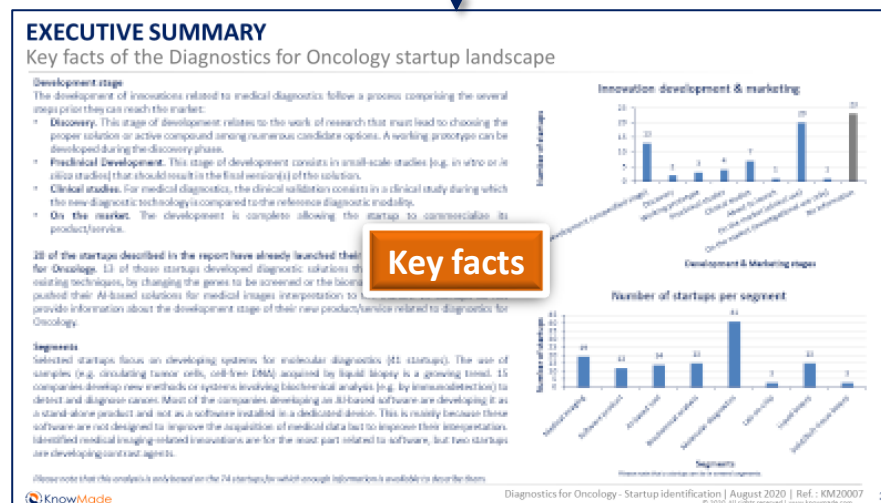
Company	Country	Website	Development stage	Last fundraising	Medical imaging	Software product	All listed last	Fluorescence analysis	Molecular diagnostics	Lab-on-a-chip	Point-of-care	Path/Cell-based assays
Aurora Health	United States of America	link	Under development	USD 2,074 (Smart)								
Agile BioHealth												
AI Analytics												
ACTEC												
Ages Bio-Technology	China	link	Launched	No information								
Aggenomics	China	link	Launched	No information								
Biagic Life Sciences & Research	India	link	No information	No information								
Bilinar Theria	United States of America	link	Under development	USD 11.4M (Genex II)								
BioSiftia	United Kingdom	link	Equivalence study successful	£1.5M (Smart)								
BioTubex	United States of America	link	Under development	No information								
Blue Ocean Medical Technology	China	link	Launched	No information								

Complete summary table

Diagnosics for Oncology - Startup identification | August 2020 | Ref.: KM2007
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OVERVIEW ANALYSIS

This table shows location, pipeline, last fundraising and segmentation for each identified startup.



ORDER FORM

Cancer Diagnostics

Startup identification – August 2020

Ref.:KM20007



SHIP TO

Name (Mr/Ms/Dr/Pr):

Job Title:

Company:

Address:

City:

State:

Postcode/Zip:

Country:

VAT ID Number for EU members:

Tel:

Email:

Date:

PAYMENT METHODS

Check

To pay your invoice using a check, please mail your check to the following address:

KnowMade S.A.R.L.
2405 route des Dolines
06902 Valbonne Sophia Antipolis
FRANCE

Money Transfer

To pay your invoice using a bank money wire transfer please contact your bank to complete this process. Here is the information that you will need to submit the payment:

Payee: KnowMade S.A.R.L.
Bank: Banque Populaire Méditerranée, CAP 3000 Quartier du lac, 06700 St Laurent du Var, France
IBAN: FR76 1460 7003 6360 6214 5695 139
BIC/SWIFT: CCBPFRPPMAR

Paypal

In order to pay your invoice via PAYPAL, you must first register at www.paypal.com. Then you can send money to the KnowMade S.A.R.L. by entering our E-mail address contact@knowmade.fr as the recipient and entering the invoice amount.

RETURN ORDER BY

E-mail: contact@knowmade.fr

Mail: KnowMade S.A.R.L., 2405 route des Dolines, 06902 Valbonne Sophia Antipolis, FRANCE

PRODUCT ORDER

€1,990 – Multi-user license*

For price in dollars, please use the day's exchange rate. For French customer, add 20% for VAT.

All reports are delivered electronically in PDF format at payment reception.

**The report can be shared with the employees of the Company purchasing the report. Subsidiaries and joint-ventures are excluded. Please be aware that the report is watermarked on each page, with the name of the recipient and the organization (the name mentioned on the PO). This watermark also reaffirms that report sharing is not allowed.*

I hereby accept Knowmade's Terms and Conditions of Sale

Signature:

Terms and Conditions of Sales

DEFINITIONS

“Acceptance”: Action by which the Buyer accepts the terms and conditions of sale in their entirety. It is done by signing the purchase order which mentions “I hereby accept Knowmade’s Terms and Conditions of Sale”.

“Buyer”: Any business user (i.e. any person acting in the course of its business activities, for its business needs) entering into the following general conditions to the exclusion of consumers acting in their personal interests.

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1. SCOPE

1.1 The Contracting Parties undertake to observe the following general conditions when agreed by the Buyer and the Seller. ANY ADDITIONAL, DIFFERENT, OR CONFLICTING TERMS AND CONDITIONS IN ANY OTHER DOCUMENTS ISSUED BY THE BUYER AT ANY TIME ARE HEREBY OBJECTED TO BY THE SELLER, SHALL BE WHOLLY INAPPLICABLE TO ANY SALE MADE HEREUNDER AND SHALL NOT BE BINDING IN ANY WAY ON THE SELLER.

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1.3 Orders are deemed to be accepted only upon written acceptance and confirmation by the Seller, within [7 days] from the date of order, to be sent either by email or to the Buyer’s address. In the absence of any confirmation in writing, orders shall be deemed to have been accepted.

2. MAILING OF THE PRODUCTS

2.1 Products are sent by email to the Buyer:

- within [1] month from the order for Products already released; or

- within a reasonable time for Products ordered prior to their effective release. In this case, the Seller shall use its best endeavours to inform the Buyer of an indicative release date and the evolution of the work in progress.

2.2 Some weeks prior to the release date the Seller can propose a pre-release discount to the Buyer.

The Seller shall by no means be responsible for any delay in respect of article 2.2 above, and including in cases where a new event or access to new contradictory information would require for the analyst extra time to compute or compare the data in order to enable the Seller to deliver a high quality Products.

2.3 The mailing of the Product will occur only upon payment by the Buyer, in accordance with the conditions contained in article 3.

2.4 The mailing is operated through electronic means either by email via the sales department. If the Product’s electronic delivery format is defective, the Seller undertakes to replace it at no charge to the Buyer provided that it is informed of the defective formatting within 90 days from the date of the original download or receipt of the Product.

2.5 The person receiving the Products on behalf of the Buyer shall immediately verify the quality of the Products and their conformity to the order. Any claim for apparent defects or for non-conformity shall be

sent in writing to the Seller within 8 days of receipt of the Products. For this purpose, the Buyer agrees to produce sufficient evidence of such defects.

2.6 No return of Products shall be accepted without prior information to the Seller, even in case of delayed delivery. Any Product returned to the Seller without providing prior information to the Seller as required under article 2.5 shall remain at the Buyer’s risk.

3. PRICE, INVOICING AND PAYMENT

3.1 Prices are given in the orders corresponding to each Product sold on a unit basis or corresponding to annual subscriptions. They are expressed to be inclusive of all taxes. The prices may be reevaluated from time to time. The effective price is deemed to be the one applicable at the time of the order.

3.2 Payments due by the Buyer shall be sent by cheque payable to Knowmade, PayPal or by electronic transfer to the following account:

Banque Populaire Méditerranée, CAP 3000 Quartier du lac, 06700 St Laurent du Var, France

BIC or SWIFT code: CCBPFRPPMAR

IBAN: : FR76 1460 7003 6360 6214 5695 139

To ensure the payments, the Seller reserves the right to request down payments from the Buyer. In this case, the need of down payments will be mentioned on the order.

3.3 Payment is due by the Buyer to the Seller within 30 days from invoice date, except in the case of a particular written agreement. If the Buyer fails to pay within this time and fails to contact the Seller, the latter shall be entitled to invoice interest in arrears based on the annual rate Refi of the «BCE» + 7 points, in accordance with article L. 441-6 of the French Commercial Code. Our publications (report, database, tool...) are delivered only after reception of the payment.

3.4 In the event of termination of the contract, or of misconduct, during the contract, the Seller will have the right to invoice at the stage in progress, and to take legal action for damages.

4. LIABILITIES

4.1 The Buyer or any other individual or legal person acting on its behalf, being a business user buying the Products for its business activities, shall be solely responsible for choosing the Products and for the use and interpretations he makes of the documents it purchases, of the results he obtains, and of the advice and acts it deduces thereof.

4.2 The Seller shall only be liable for (i) direct and (ii) foreseeable pecuniary loss, caused by the Products or arising from a material breach of this agreement

4.3 In no event shall the Seller be liable for:

a) damages of any kind, including without limitation, incidental or consequential damages (including, but not limited to, damages for loss of profits, business interruption and loss of programs or information) arising out of the use of or inability to use the Seller’s website or the Products, or any information provided on the website, or in the Products;

b) any claim attributable to errors, omissions or other inaccuracies in the Product or interpretations thereof.

4.4 All the information contained in the Products has been obtained from sources believed to be reliable. The Seller does not warrant the accuracy, completeness adequacy or reliability of such information, which cannot be guaranteed to be free from errors.

4.5 All the Products that the Seller sells may, upon prior notice to the Buyer from time to time be modified by or substituted with similar Products meeting the needs of the Buyer. This modification shall not lead to the liability of the Seller, provided that the Seller ensures the substituted Product is similar to the Product initially ordered.

4.6 In the case where, after inspection, it is acknowledged that the Products contain defects, the Seller undertakes to replace the defective products as far as the supplies allow and without indemnities or compensation of any kind for labor costs, delays, loss caused or any other reason. The replacement is guaranteed for a maximum of two months starting from the delivery date. Any replacement is excluded for any event as set out in article 5 below.

4.7 The deadlines that the Seller is asked to state for the mailing of the Products are given for information only and are not guaranteed. If such deadlines are not met, it shall not lead to any damages or cancellation of the orders, except for non-acceptable delays exceeding [4] months from the stated deadline, without information from the Seller. In such case only, the Buyer shall be entitled to ask for a reimbursement of its first down payment to the exclusion of any further damages.

4.8 The Seller does not make any warranties, express or implied, including, without limitation, those of

saleability and fitness for a particular purpose, with respect to the Products. Although the Seller shall take reasonable steps to screen Products for infection of viruses, worms, Trojan horses or other codes containing contaminating or destructive properties before making the Products available, the Seller cannot guarantee that any Product will be free from infection.

5. FORCE MAJEURE

The Seller shall not be liable for any delay in performance directly or indirectly caused by or resulting from acts of nature, fire, flood, accident, riot, war, government intervention, embargoes, strikes, labor difficulties, equipment failure, late deliveries by suppliers or other difficulties which are beyond the control, and not the fault of the Seller.

6. PROTECTION OF THE SELLER’S intellectual property

6.1 All intellectual property rights attached to the Products are and remain the property of the Seller and are protected under French and international copyright law and conventions.

6.2 The Buyer agreed not to disclose, copy, reproduce, redistribute, resell or publish the Product, or any part of it to any other party other than employees of its company. The Buyer shall have the right to use the Products solely for its own internal information purposes. In particular, the Buyer shall therefore not use the Product for purposes such as:

- Information storage and retrieval systems;

- Recordings and re-transmittals over any network (including any local area network);

- use in any timesharing, service bureau, bulletin board or similar arrangement or public display;

- Posting any Product to any other online service (including bulletin boards or the Internet);

- Licensing, leasing, selling, offering for sale or assigning the Product.

6.3 The Buyer shall be solely responsible towards the Seller of all infringements of this obligation, whether this infringement comes from its employees or any person to whom the Buyer has sent the Products and shall personally take care of any related proceedings, and the Buyer shall bear related financial consequences in their entirety.

6.4 The Buyer shall define within its company point of contact for the needs of the contract. This person will be the recipient of each new report in PDF format. This person shall also be responsible for respect of the copyrights and will guaranty that the Products are not disseminated out of the company.

7. TERMINATION

7.1 If the Buyer cancels the order in whole or in part or postpones the date of mailing, the Buyer shall indemnify the Seller for the entire costs that have been incurred as at the date of notification by the Buyer of such delay or cancellation. This may also apply for any other direct or indirect consequential loss that may be borne by the Seller, following this decision.

7.2 In the event of breach by one Party under these conditions or the order, the non-breaching Party may send a notification to the other by recorded delivery letter upon which, after a period of thirty (30) days without solving the problem, the non-breaching Party shall be entitled to terminate all the pending orders, without being liable for any compensation.

8. MISCELLANEOUS

All the provisions of these Terms and Conditions are for the benefit of the Seller itself, but also for its licensors, employees and agents. Each of them is entitled to assert and enforce those provisions against the Buyer.

Any notices under these Terms and Conditions shall be given in writing. They shall be effective upon receipt by the other Party.

The Seller may, from time to time, update these Terms and Conditions and the Buyer, is deemed to have accepted the latest version of these terms and conditions, provided they have been communicated to him in due time.

9. GOVERNING LAW AND JURISDICTION

9.1 Any dispute arising out or linked to these Terms and Conditions or to any contract (orders) entered into in application of these Terms and Conditions shall be settled by the French Commercial Courts of Grasse, which shall have exclusive jurisdiction upon such issues.

9.2 French law shall govern the relation between the Buyer and the Seller, in accordance with these Terms and Conditions.



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