



THE | SHAPING A
TECHMED | HEALTHY
EVENT | FUTURE

[TIME SESSION] | [SESSION TITLE] | [SPEAKER]

How PPPs help simplify diagnostics

Dr. Pepijn Beekman – CTO & co-founder Occam Dx



Our team



Dilu Mathew, PhD
Chief Executive Officer
Co-founder



Pepijn Beekman, PhD
Chief Technology Officer
Co-founder



Roel Schoondermark
Marketing Director
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R&D Scientist



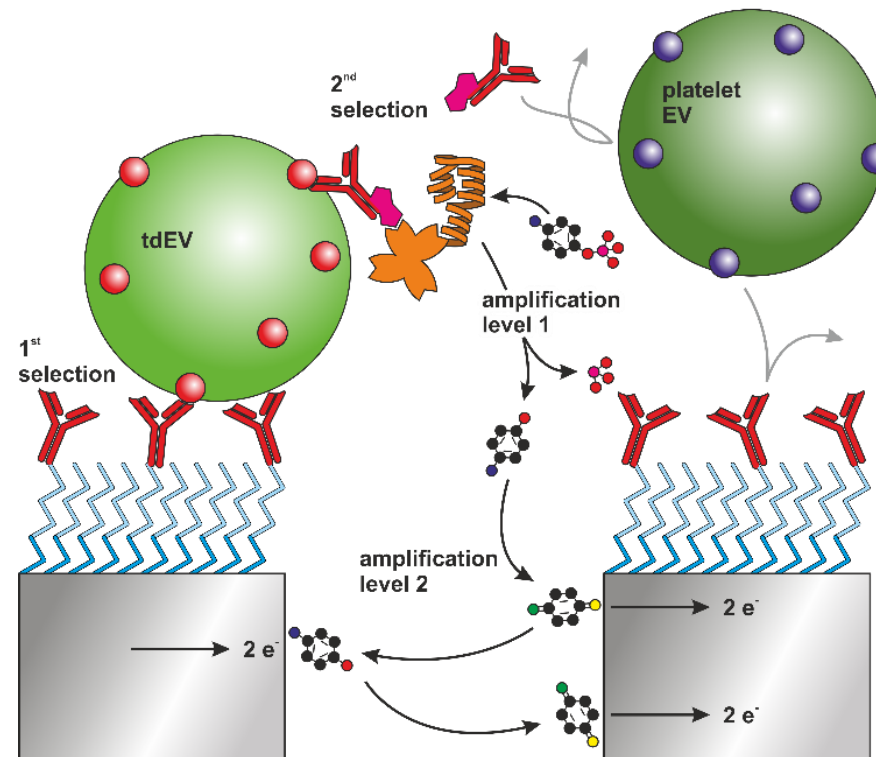
Bas Nooren
Cleanroom Legend














Alma Dudia, PhD
Assay Architect

The start of our journey

- Small (100nm) features
- Very sensitive
- Not very useful



| | |
|---|--|
|  | Streptavidin-conjugated Alkaline phosphatase (SAV-ALP) |
|  | Reporter anti-EpCAM (R-AE) |
|  | Capture anti-EpCAM (C-AE) |
|  | p-aminophenyl phosphate (pAPP) |
|  | p-aminophenol (pAP) |
|  | p-quinone imine (pQI) |
|  | Generic marker |
|  | Epithelial cell adhesion molecule (EpCAM) |
|  | poly(ethylene glycol) diglycidyl ether (PEGDGE) |
|  | amino undecanethiol (AUT) |
|  | Pt nanoelectrode |



Prehistoric tests

- Science lab vs. clinical practice
- Clinicians: same tests as 40 years ago
- Unique combination of high tech and healthcare ecosystem
- Business as a vehicle to accelerate impact of science

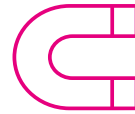


Our secret

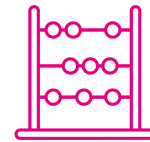
Platform Technology



**Breakthrough
nanotechnology**



Attract target



Count targets one by one



Only count desired targets

Pioneers in Health Care

- Small powerful ecosystem (UT + hospitals)
- Ideation funding (10 vouchers, ~25% grant rate)
- Innovators meet clinicians
- Language

- UT + DZ: cancer

- UT+ MST + LabMicTA: COPD

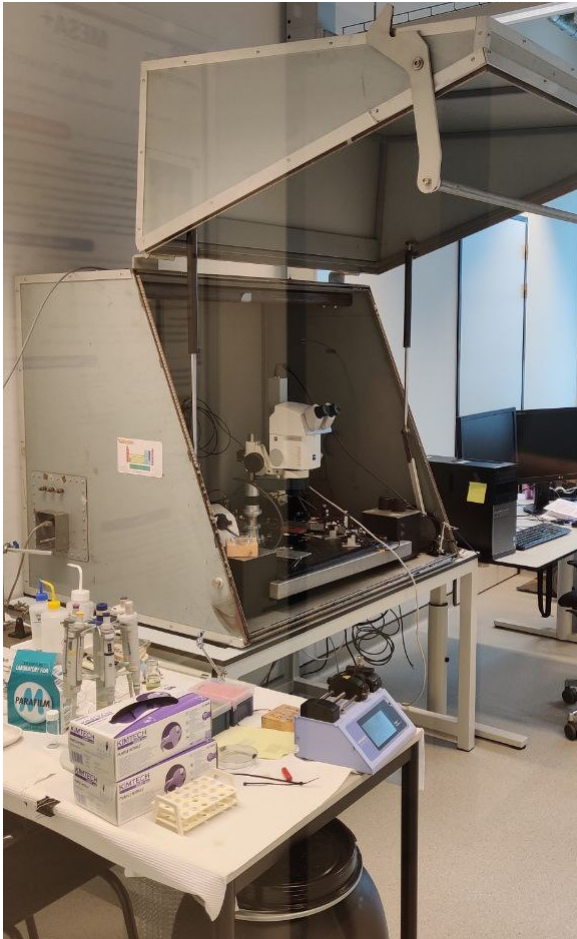


COVID-19

- Labs open for corona research
- Low hanging fruit
- Market implementation
- Business case



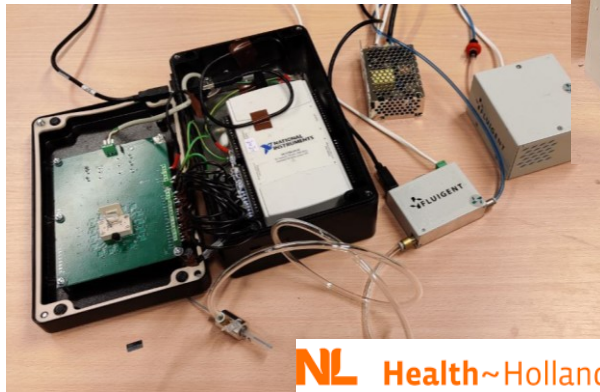
Lab on a chip out of the lab



TECHMED
CENTRE



Rijksdienst voor Ondernemend
Nederland



NL Health~Holland

VENTURING





Making the impossible simple

Reliable

- Ultimately sensitive
- Double redundant specificity
- Calibration-free
- Panel test

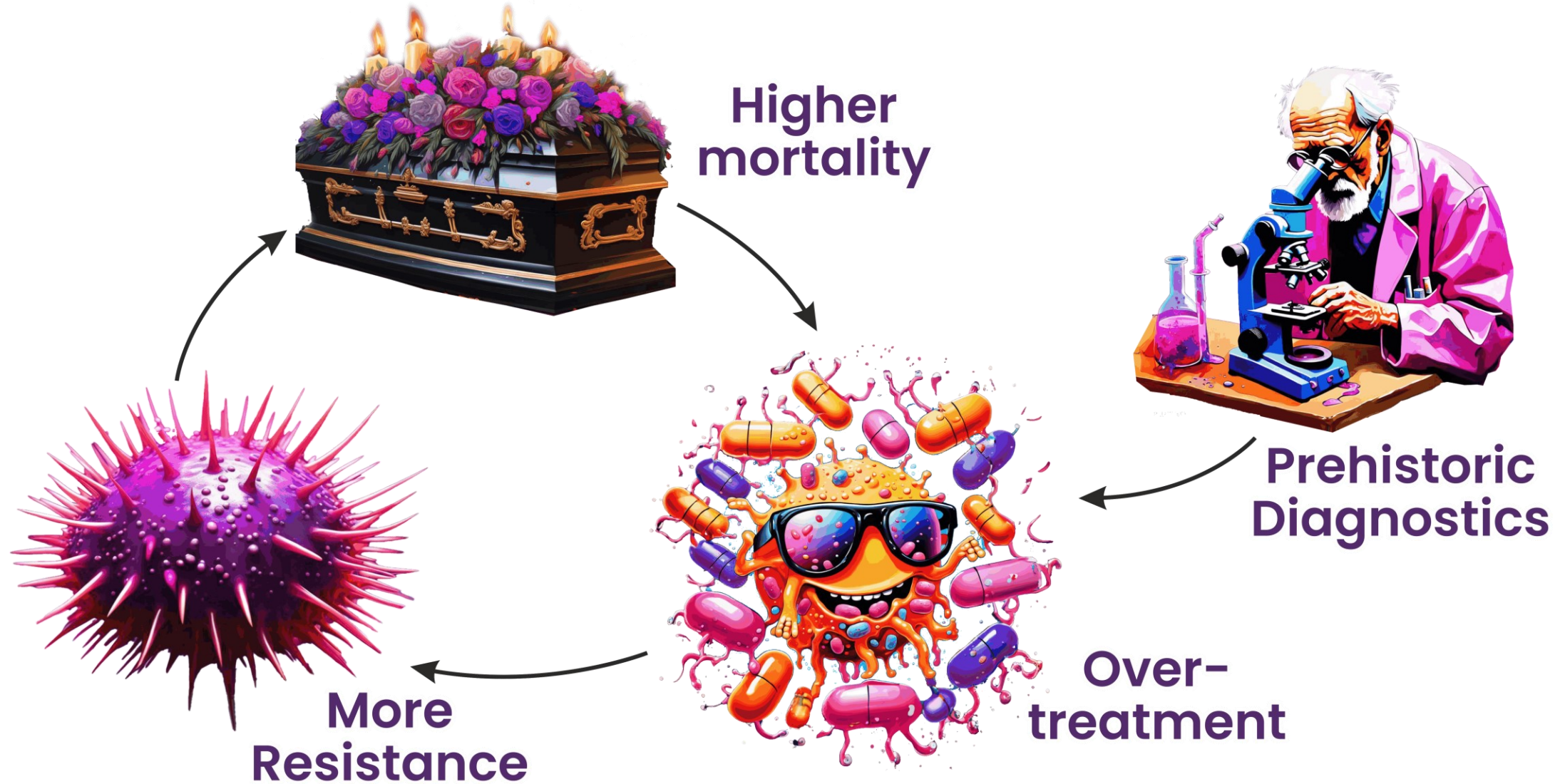
Simple

- *Count bacteria/viruses one by one*
- Robust clinical information
- Cost-effective

Point-of-care

- Real-time
- Decentral testing
- Central data analysis

Vicious circle of AMR



Validation partner

Using proven Labmicta ecosystem




- Business model validation
- Clinical validation
- Scientific collaborations
- Test panel design
- Next step: clinical verification study

- Major Dutch Microbiology lab
- All infection diagnostics in the region
- Central location (Hengelo, NL)

- 1 million inhabitants
- 600 points of care (GPs, hospitals, nursing homes)
- 10000 tests per day

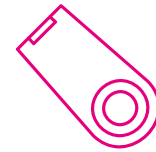


Business model (Dutch market )

Product : Abacus

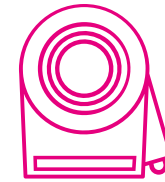
Customer, distributor, responsible party:
Central microbiology lab (medical specialist)

End user:
local GP, ER, OR, IC, nursing home, etc.



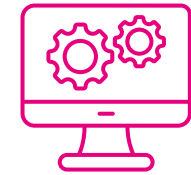
Cartridge

- One cartridge per patient
- Predetermined panel



Instrument

- ≥ 1 per POC
- Subscription model









Software

- Connecting caregiver, patient and microbiologist
- Subscription model

Insert Subtitle Text Here

A goal without a plan is just a wish

| Area | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 |
|--|---|--|---|---|------|------|------|
| Clinical POC |  | | | | | | |
| Abacus Product concept validation |  | | | | | | |
| Proto alpha version development | |  | | | | | |
| Clinical validation: proto alpha | | |  | | | | |
| Design verification and pre production | | |  | | | | |
| Regulatory certification | | | |  | | | |
| Market launch | | | | | | | |

Conclusion

PPP

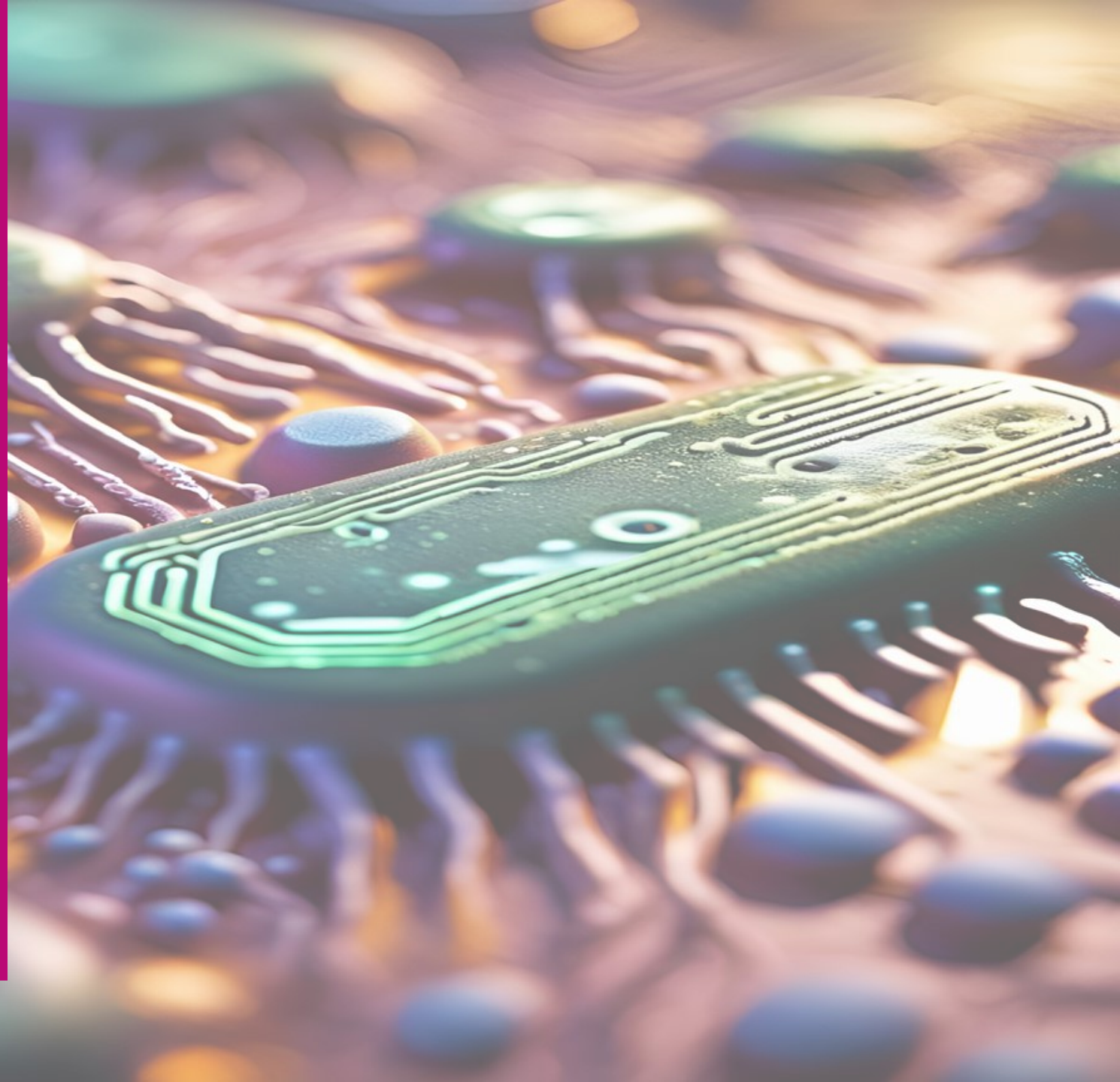
Public demand
User feedback

Early stage funding
Crucial for innovation

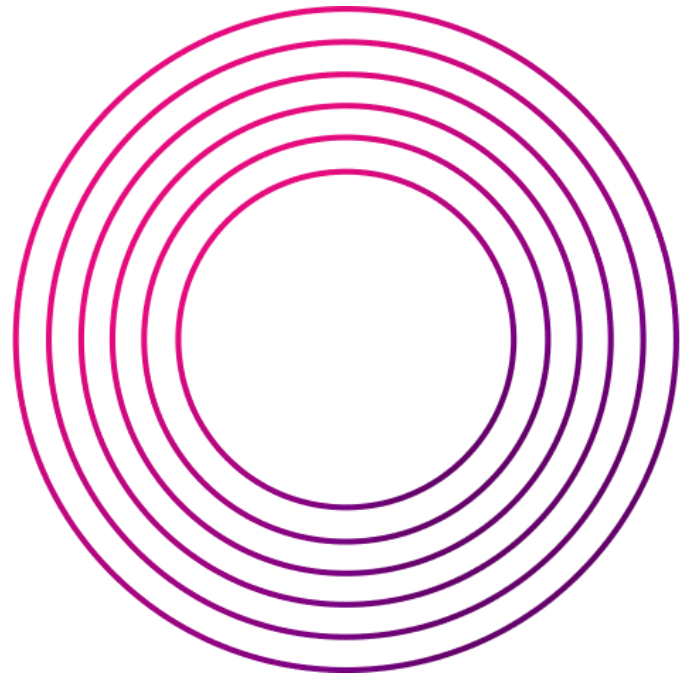
Ecosystem
User partnership

Sepsis
Zombie apocalypse

Occam Dx
Make it count



—



Occam • Dx

make it count



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