

**TAL
TECH**

TalTech is looking for a CEO and co-founder for a new potential startup

Preferred background of the CEO: business development in the field of biotechnology.

IOCBIO Gel

Software for biolaboratories

Opportunity and conditions

TalTech annual budget for RD activities is 50M euros.

In order to take research to the market we need multifaceted great teams and therefore we are looking for CEOs for science based tech startups.

What you get: equity in the company which is based on years of research. Cap Table will be decided together with research partners. TalTech will get equity in the founding stage in the range of 5-10% for exchange of IP.

What we expect from the cofounder:

- describe the best possible product market fit
- personal contribution (time and/or money)
- capability to attract funding (personal and/or investors/grants)

In order to apply for the cofounder position, finish the slides (feel free to add/modify slides) and return them to mirjam.kert@taltech.ee

In case current team members see you fit to be the potential CEO we will arrange a meeting and discuss potential co-founding possibility.

Questions: mirjam.kert@taltech.ee

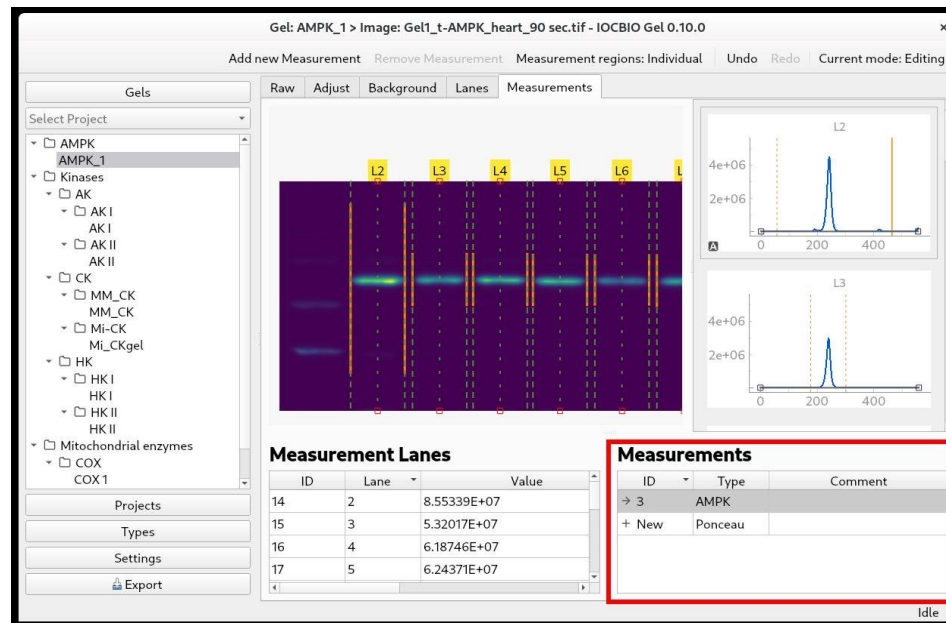
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PROBLEM

- There is no software available for 100+K biolabs for efficient, metadata based and backtraceable lab work involving Western Blot and similar analysis
 - Lack of efficiency is lost time and cost
 - Metadata and backtracing reduces labs credibility and scientific output
- There is no user friendly software for biologists
- There is no hosted service for biology labs
- Open-source/free landscape offers basic tools (ImageJ, GelAnalyzer, LabImage), whereas commercial vendors offer more polished, often hardware-tied solutions. Most free tools lack integrated metadata management or audit trails.

SOLUTION

- User friendly time and cost saving metadata based backtraceable software
- IOCBIO Gel's unique aspect is its central database (PostgreSQL) and image repository (using OMERO).
- We provide labs with a hosted service: secure servers storing raw images and metadata, accessible by all researchers.



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USECASE

Data entry

Add gel

- Name gel
- Assign gel to a project

Add gel lanes

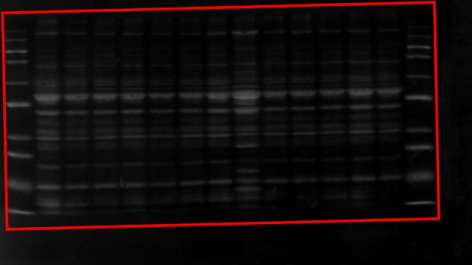
- Associate each lane with sample ID
- Set used protein content for each lane
- Set reference lanes if any

Add image

Process image

- Select analysis region
- Adjust the background

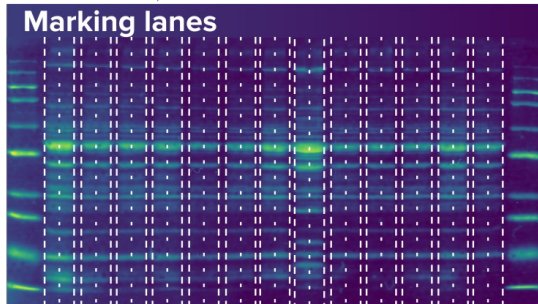
Image processing



Mark lanes

- Mark each lane using straight/curved lines
- Use either individual or synced lane widths

Marking lanes



Adjust lanes background

Correct background for each lane if needed

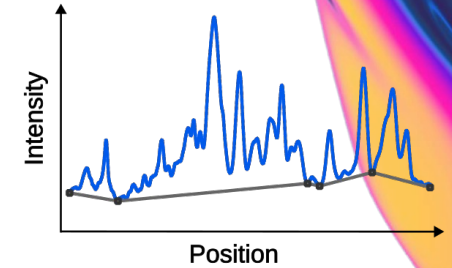
Set measurement type

Select measurement type associated with the band(s) in the lanes

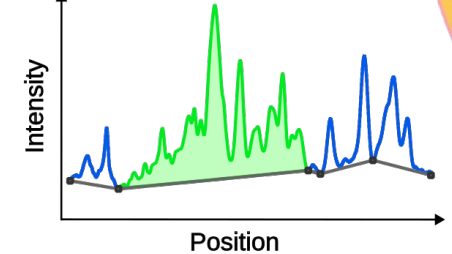
Add lanes measurement

- Assign lanes to the measurement series
- Use either individual or synced integration regions

Background correction

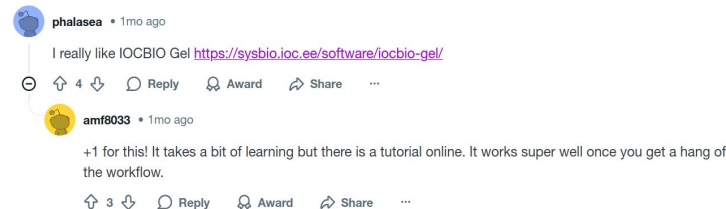
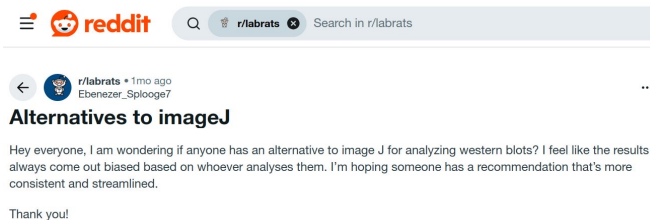


Integration range selection



MARKET OPPORTUNITY

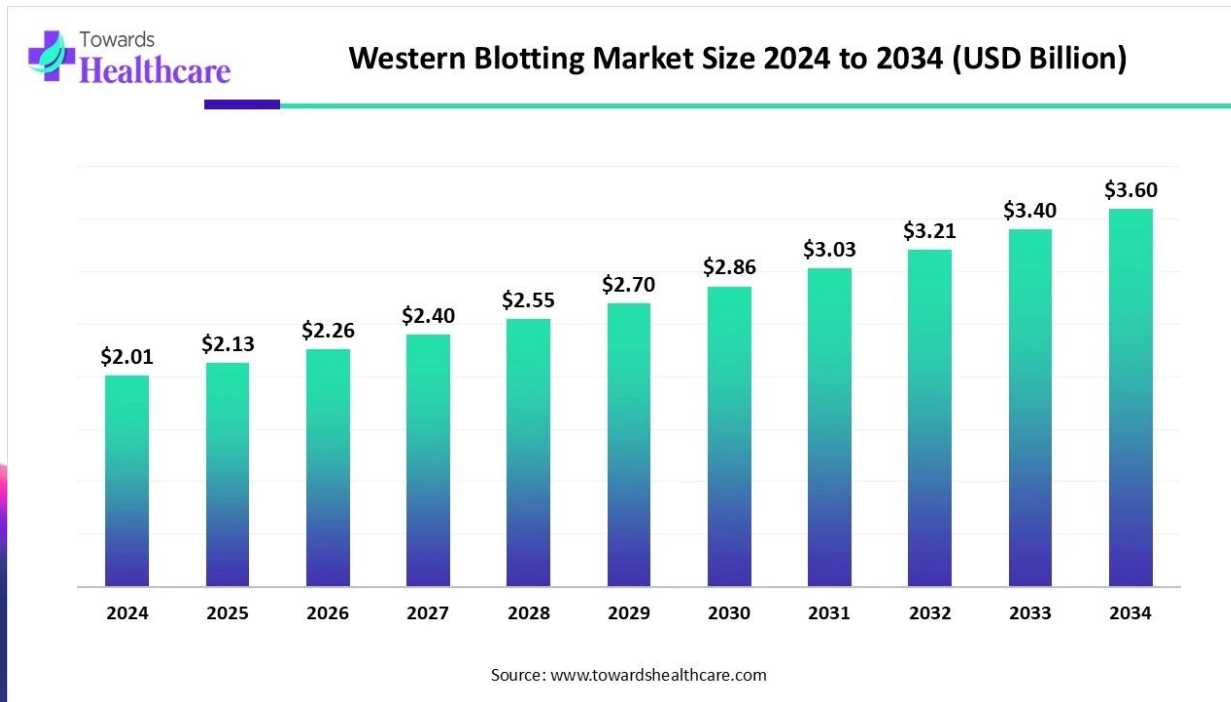
- Commercial Software Competitors:
- Many instrument manufacturers provide integrated or stand-alone Western blot analysis software (often free with their hardware), and a few independent companies sell specialized gel analysis packages
- Thermo Fisher (iBright)
- Bio-Rad Laboratories
- Open-Source Competitors:
- ImageJ/Fiji (Gel Analyzer plugin)
- GelAnalyzer
- LabImage 1D (free edition)
- GelGenie – prototype that can be used to train AI model
- In summary, the open-source/free landscape offers basic tools (ImageJ, GelAnalyzer, LabImage) and our IOC BIO Gel, whereas commercial vendors offer more polished, often hardware-tied solutions. Most free tools lack integrated metadata management or audit trails.



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MARKET OPPORTUNITY

- Recent reports estimate Western blotting market at ~US\$2.0 billion in 2024 (instruments and consumables) and projecting ~US\$3.6 billion by 2034



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CURRENT STATE

- MVP ready and usable
- **Future developmens needed:**
 - Central service
 - AI lane detection (work in progress)
 - Industry standards
 - Data analysis: statistics and graphs

Team

Current Team

- **Top research talent from Systems Biology Lab**

- **Professor Marko Vendelin -**

https://www.etis.ee/CV/Marko_Vendelin/eng/



- **Assistant Professor Martin Laasmaa -**

<https://www.linkedin.com/in/martin-laasmaa-68a883150/>

https://www.etis.ee/CV/Martin_Laasmaa/eng/



- **Years of extensive lab work optimization**
- **Top research in the field**
- **Software development**

Future Potential Team competencies and background

In addition to current team:

- **Business development and sales in biotech**
- **Strong contacts base with biolabs**
- **Industry proven software development**
- **Data security**

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IOCBIO Gel

XXXX XXXXXXXX, potential CEO and CoFounder
LinkedIn: [link](#)

MARKET OPPORTUNITY (TAM, SAM, SOM)

INPUT BY POTENTIAL CEO

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**TAL
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COMMERCIALIZATION PLAN FROM LAB TO PRODUCT

INPUT BY POTENTIAL CEO

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**TAL
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FINANCIAL PROJECTIONS: PATH TO MAXIMIZE STARTUP VALUE

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VISION FOR FUTURE TEAM

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CONTRIBUTION

(TalTech will give options shares for the new co-founder, what is that you are willing to invest in terms of money, time and competencies and what are your expectations regarding option shares)

INPUT BY POTENTIAL CEO

- I'm suitable to be the founding member ...
- My contribution can be (time, money, competencies, contacts etc)
- My expectations regarding option shares in startup founding stage is in the range of x-x%