

How Do You Create and Build a Nanotechnology Company?

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- Constantly innovates and leads competition for the US

The NanoInk Story

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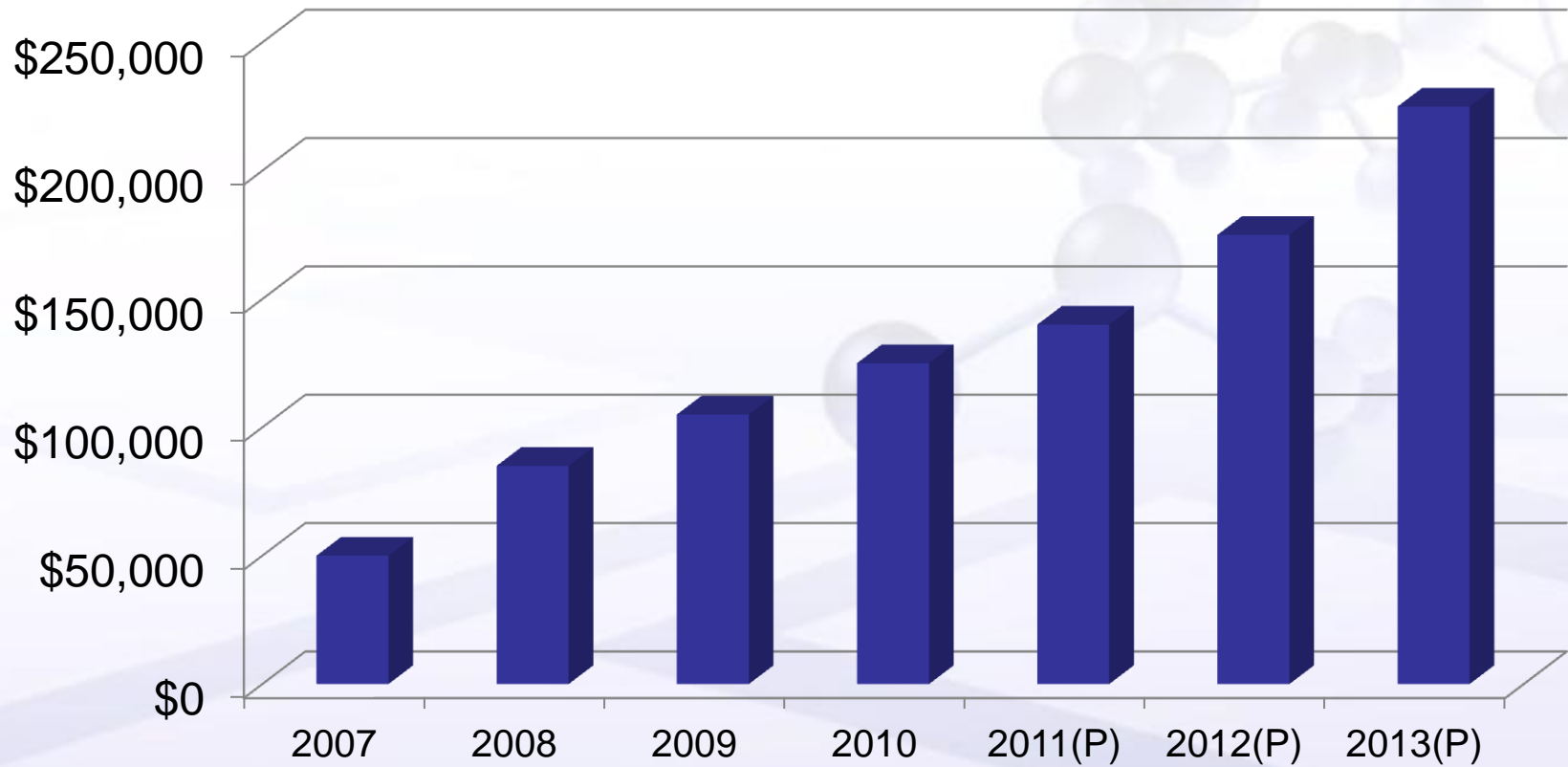
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- Formal technology training program (NanoProfessor) to promulgate the technology

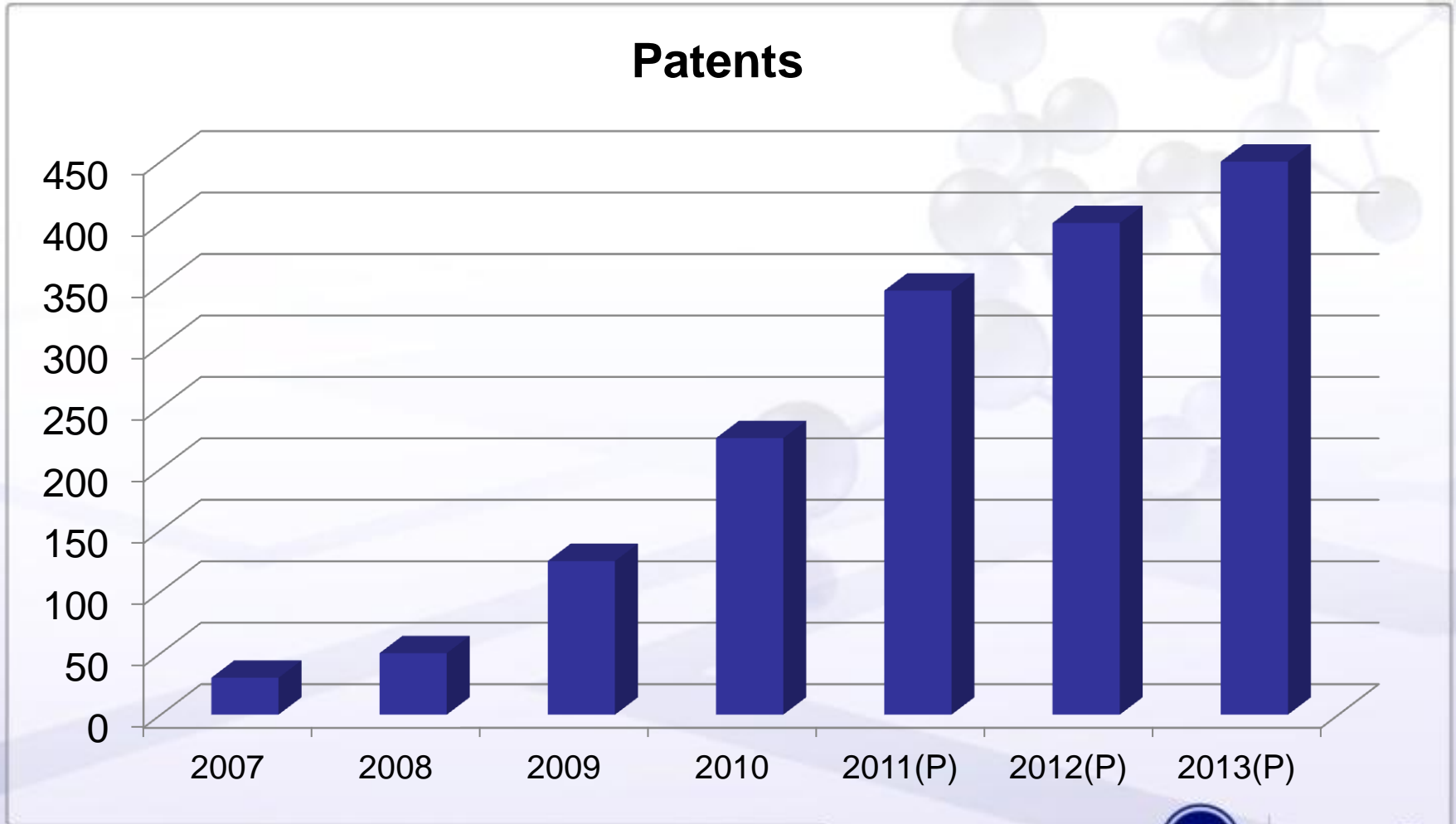
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Cumulative Risk Capital (\$000)



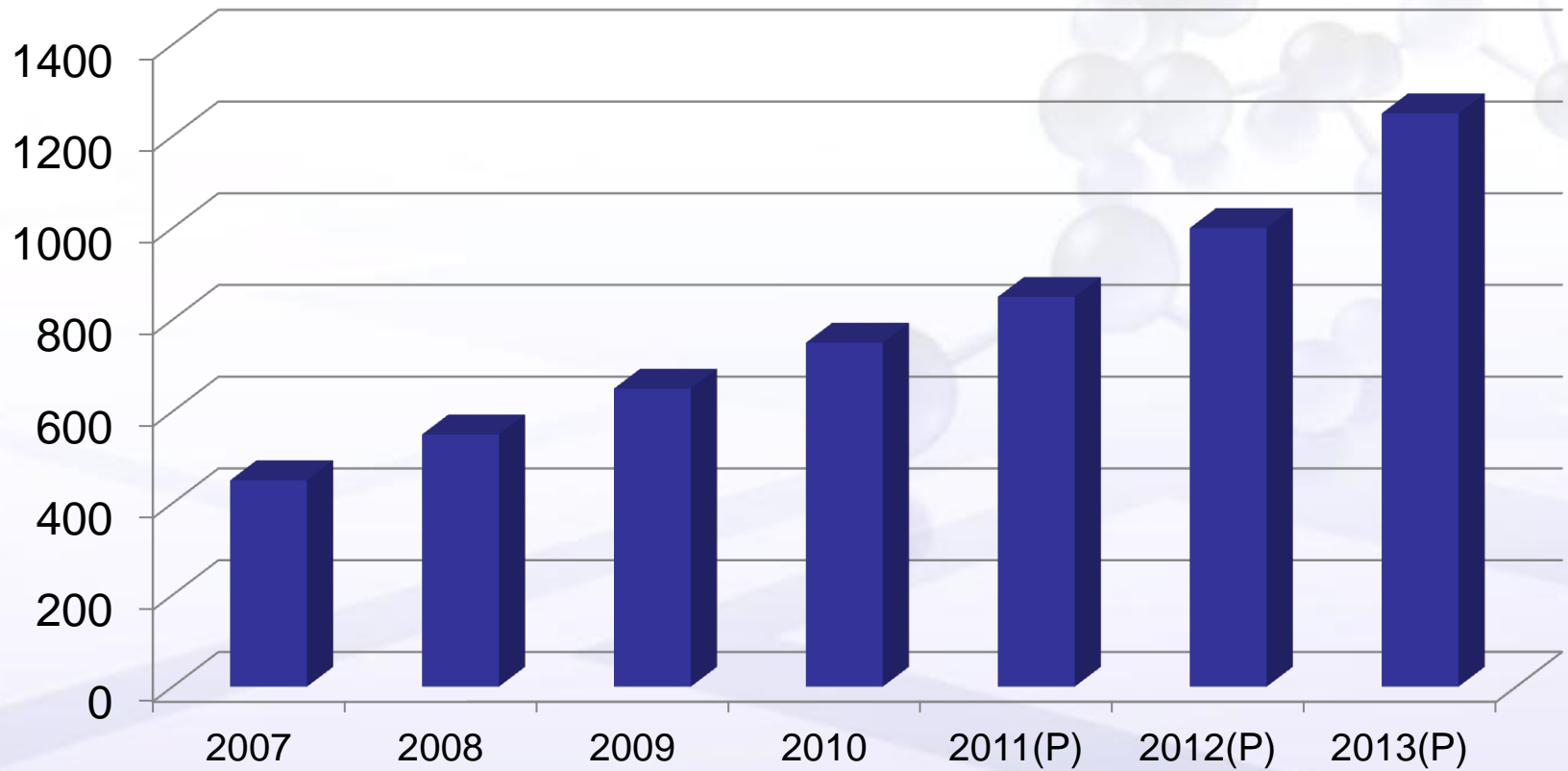
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Patents



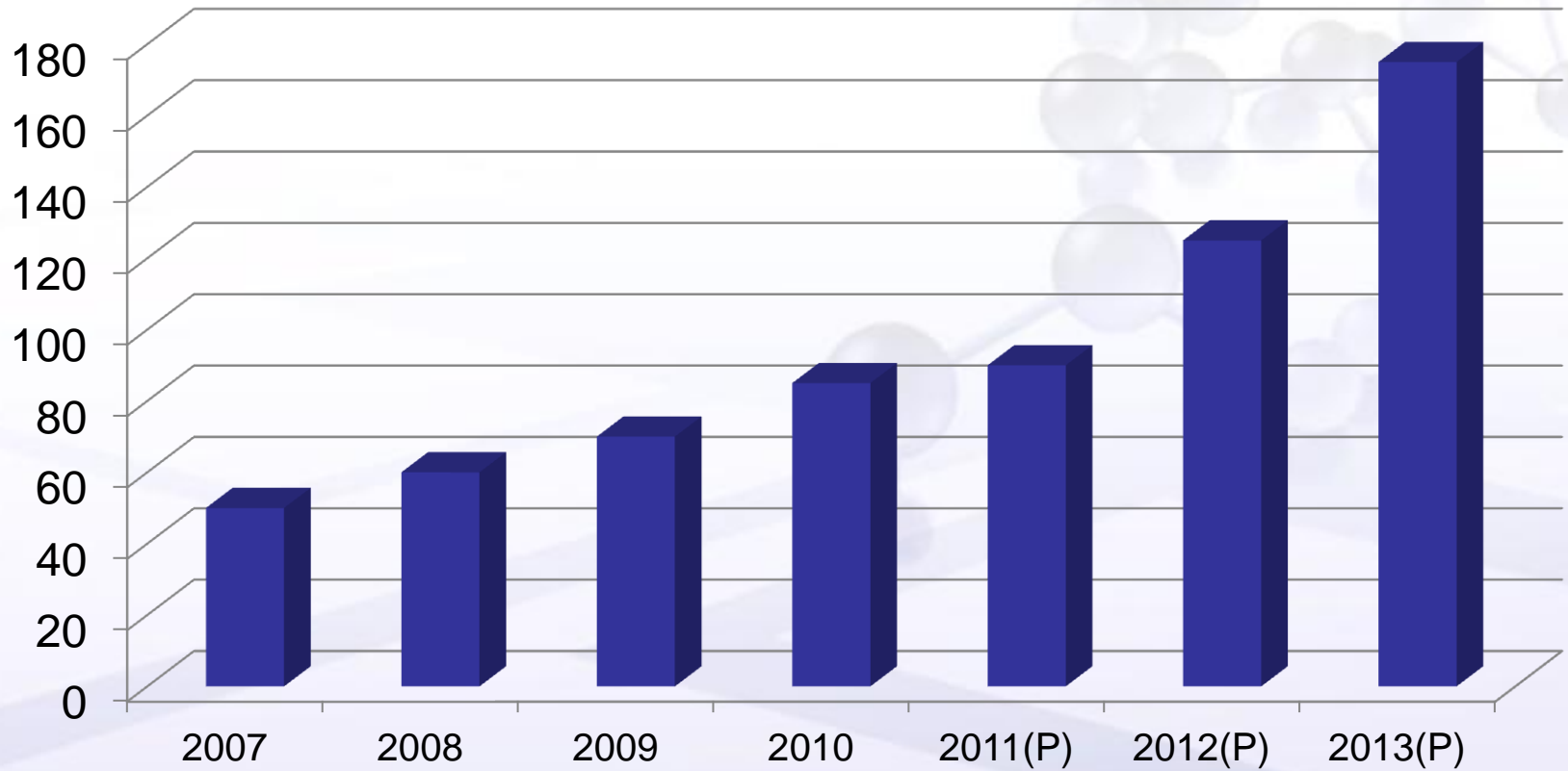
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Publications



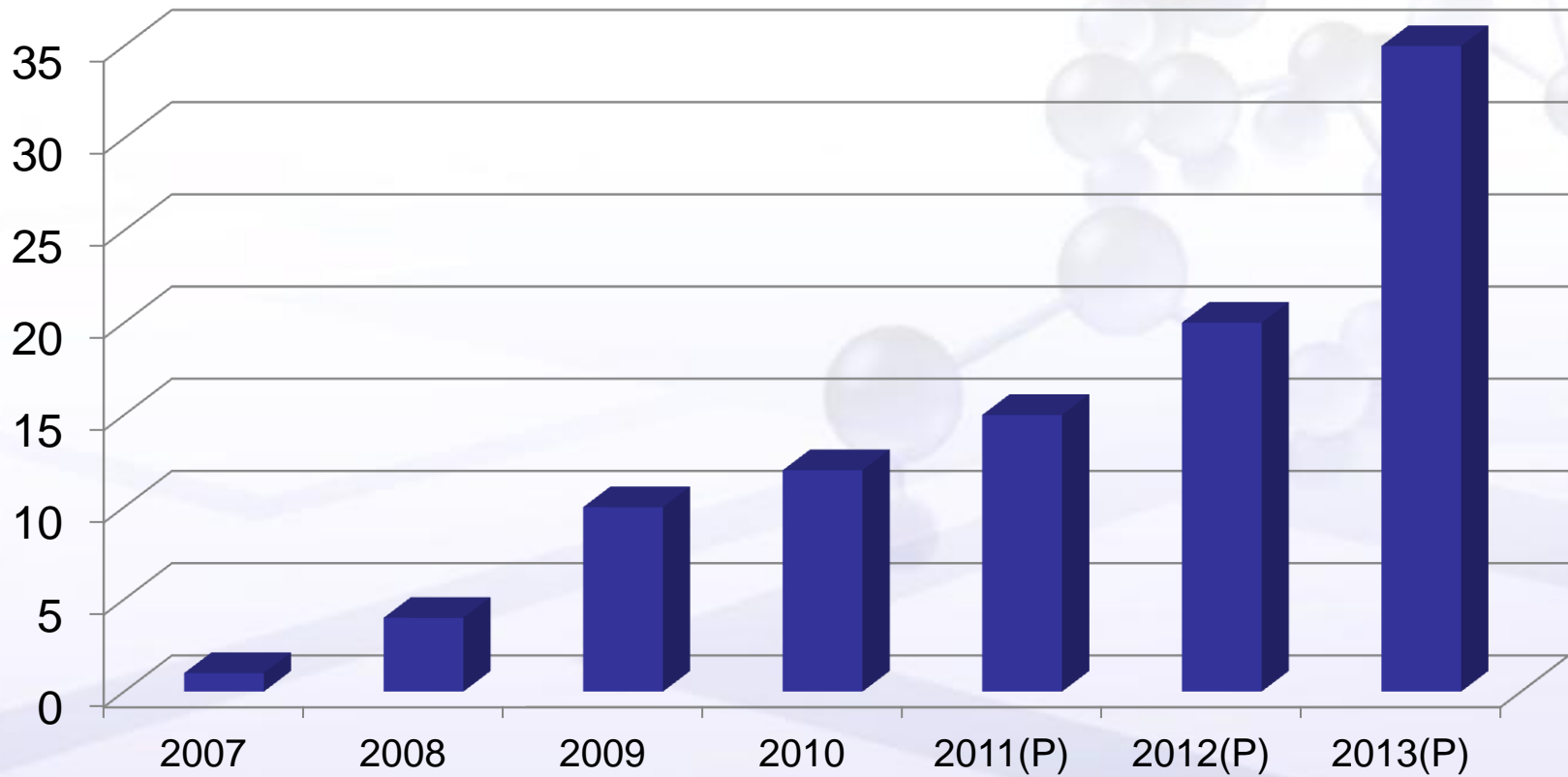
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Employees



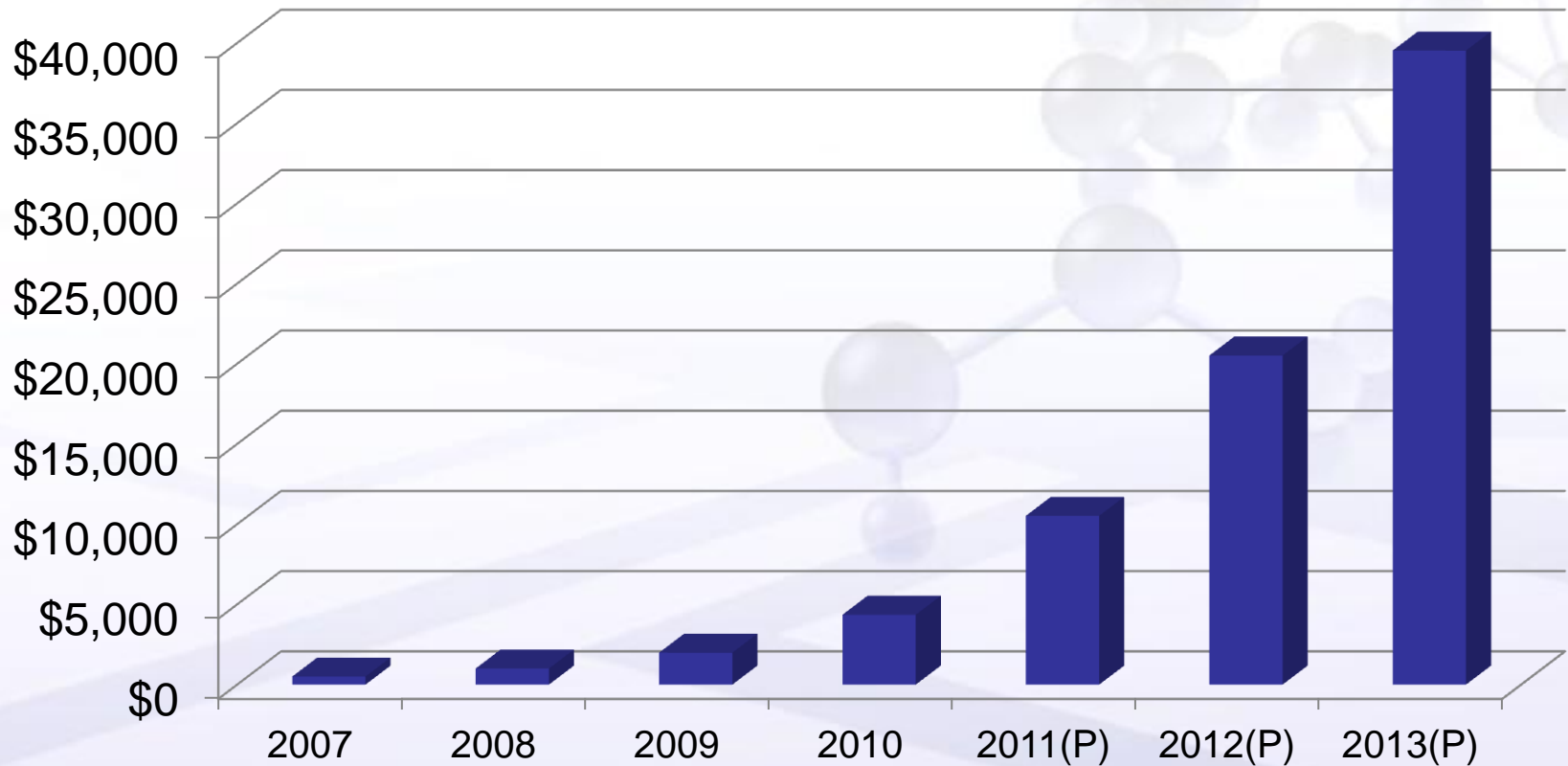
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Core Products



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Revenues (\$000)



NanoInk's Products and Services



Instruments:

Dip pen desktop systems (3)
Encryption systems (2)
NanoScan 900



Consumables:

Pens
Ink wells
Assays
Substrates



Services:

Custom assays
Array printing
Tech transfer
Contract research



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Changes are in **Orders of Magnitude**

Fluidic Control: The Impact of Nanotechnology

Micropipette

- 100 microliter (10^{-4})

Pre-1990's



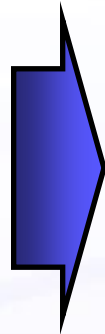
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Fluidic Control: Billions Spent on Improving Fluidics

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Pre-1990's



Inkjet & lab-on-a-chip

- 100 picoliter (10^{-10})
- 1 million-fold reduction versus traditional micropipette



1990's and 2000's



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One Small Feature of Nanotechnology Completely Disrupts Fluidics Market

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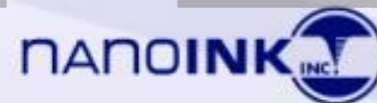
1990's and 2000's

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Today Onward



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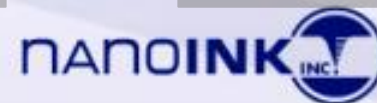
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 - Create highly robust and reproducible cell based assays with single or multiple cells and single or multiple agents

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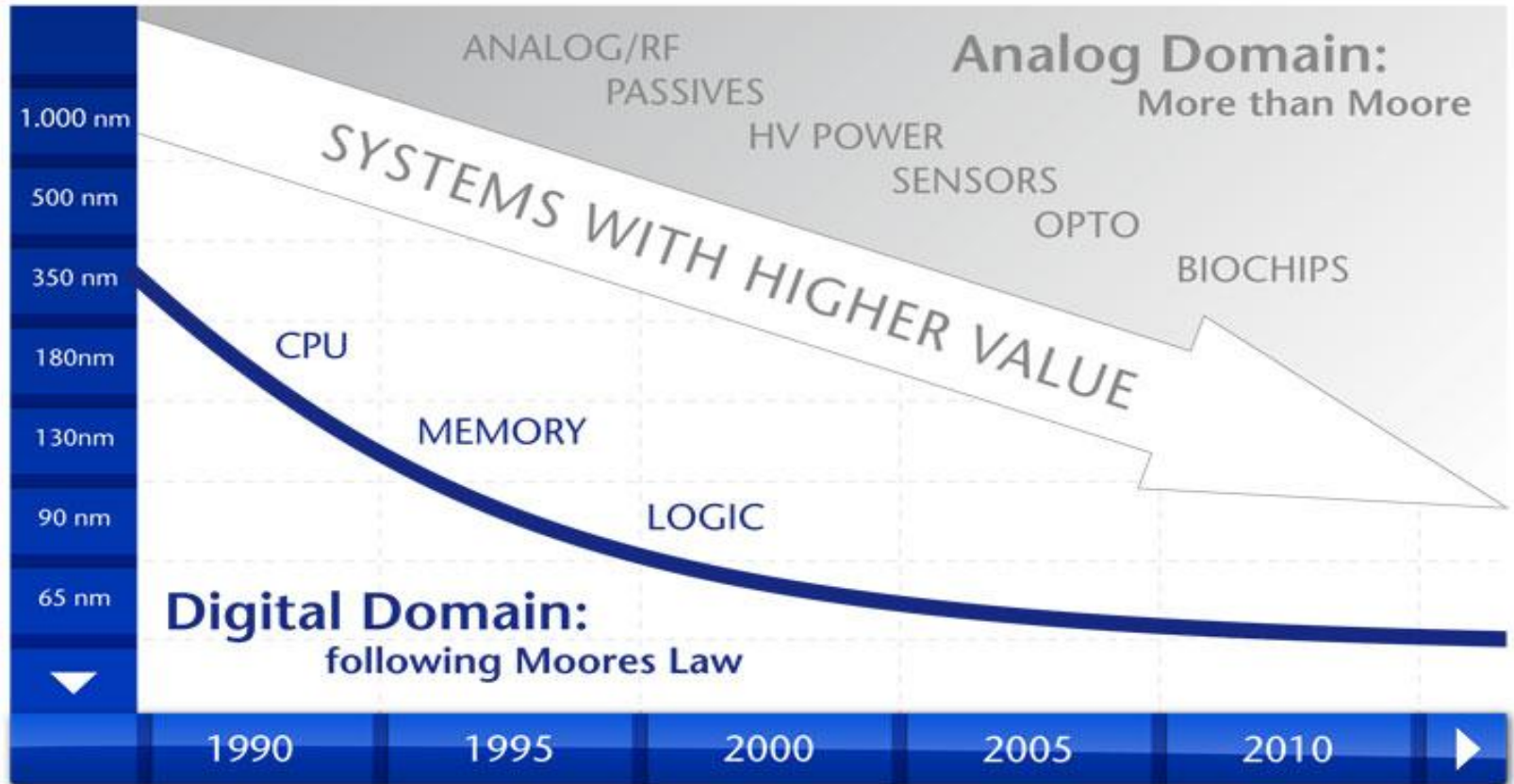
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- **Genomics**
 - Create highly dense and highly ordered genomic arrays for sequencing or other genomic analysis



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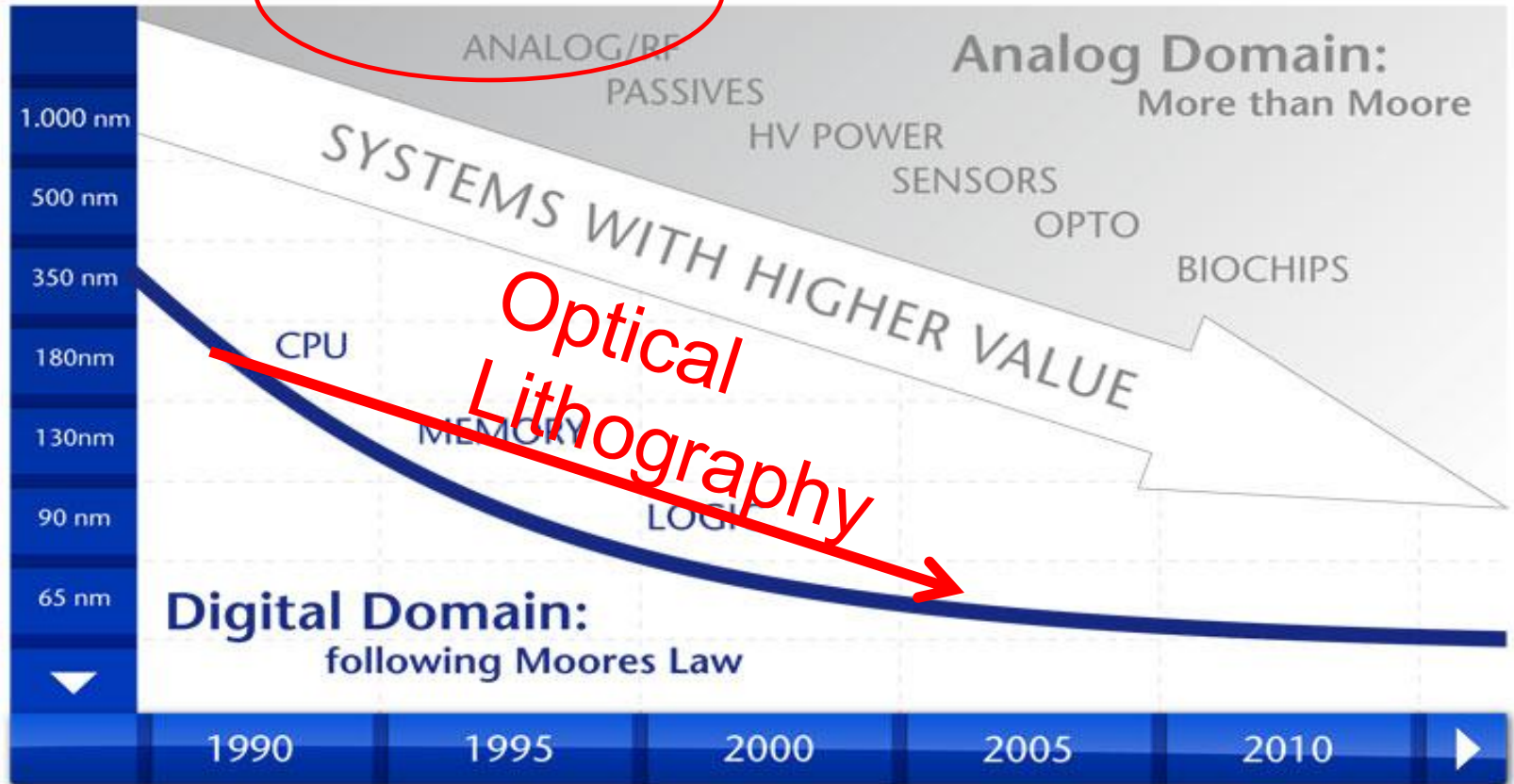
Future Applications “More than Moore”

Miniaturization vs. Diversification

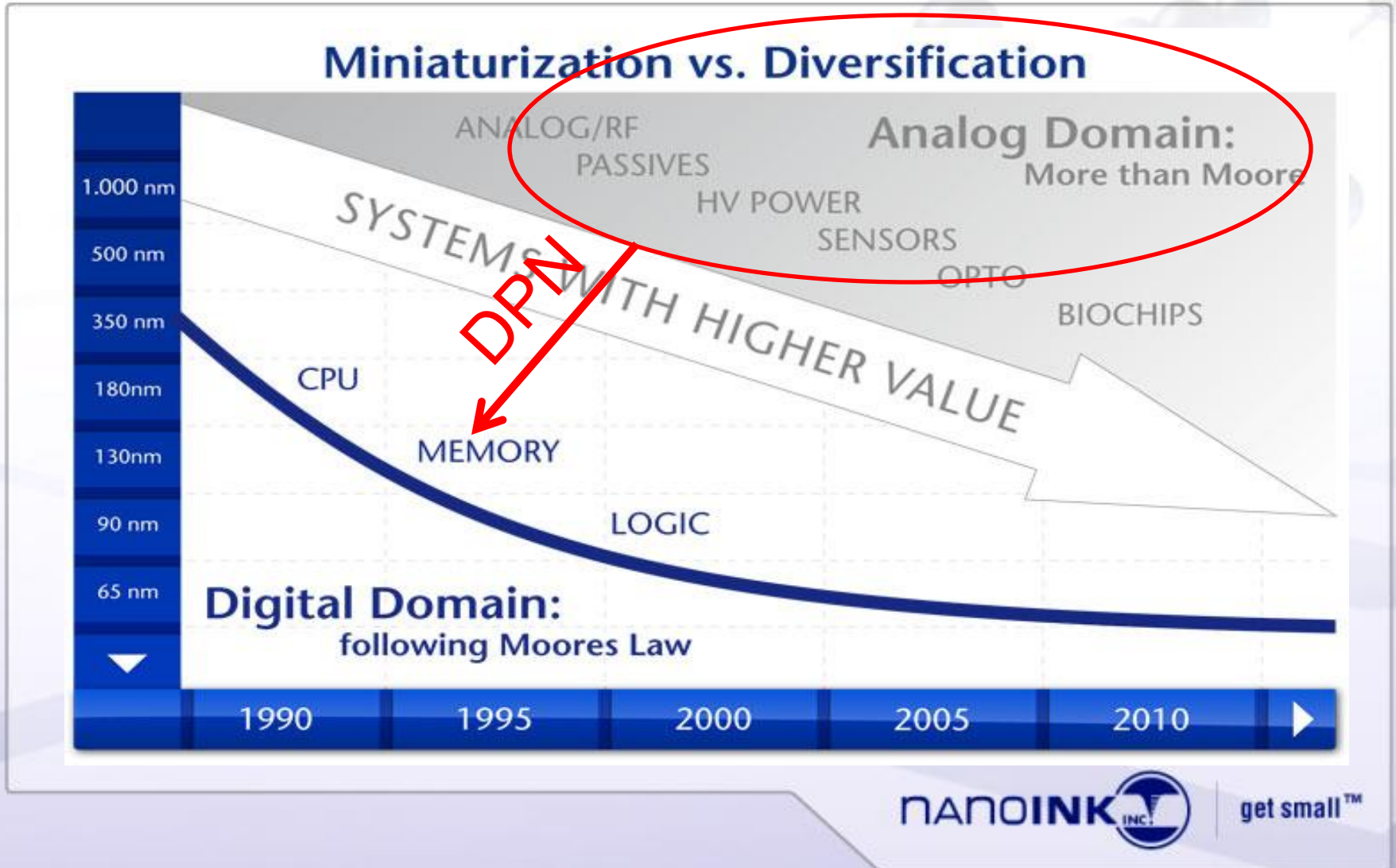


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Thanks