



COFIGHT-19

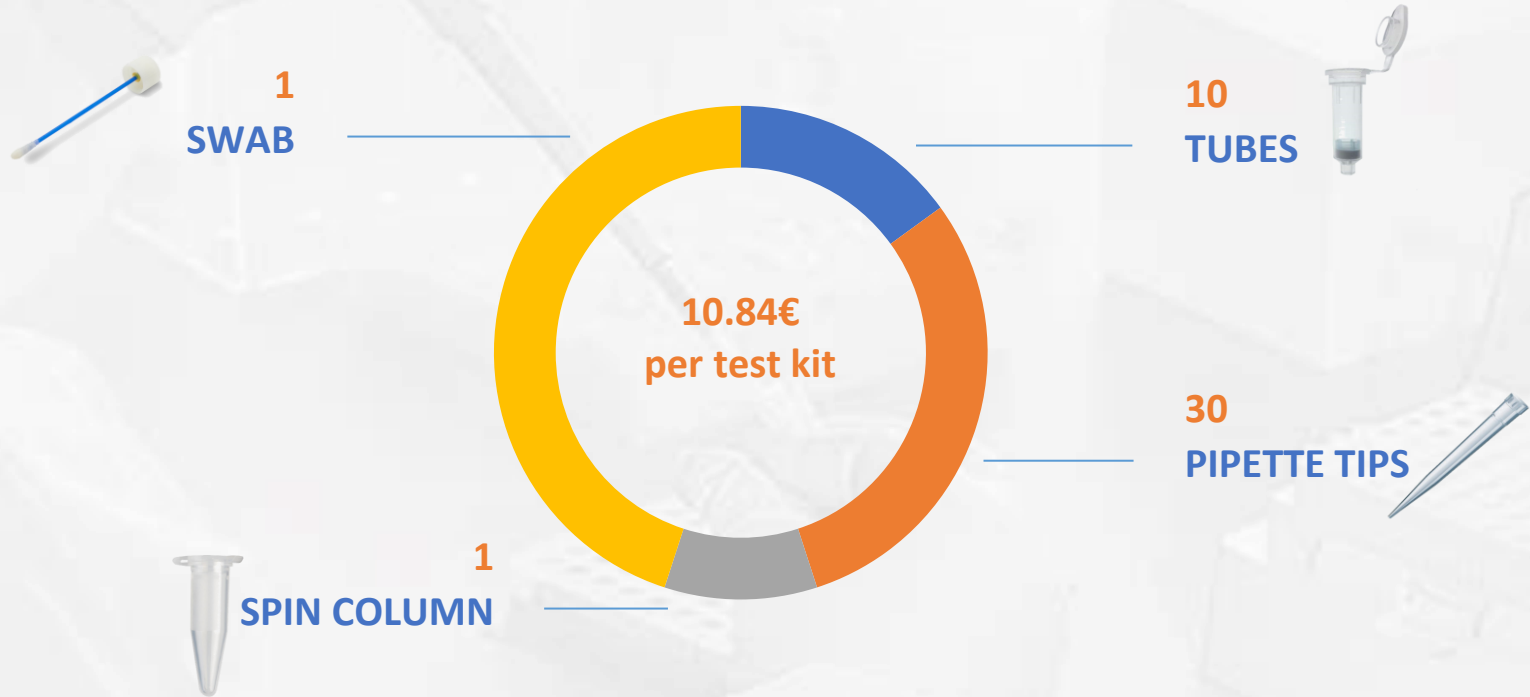
We eliminate bottlenecks in labs around the world

Tech Challenge WS 20/21

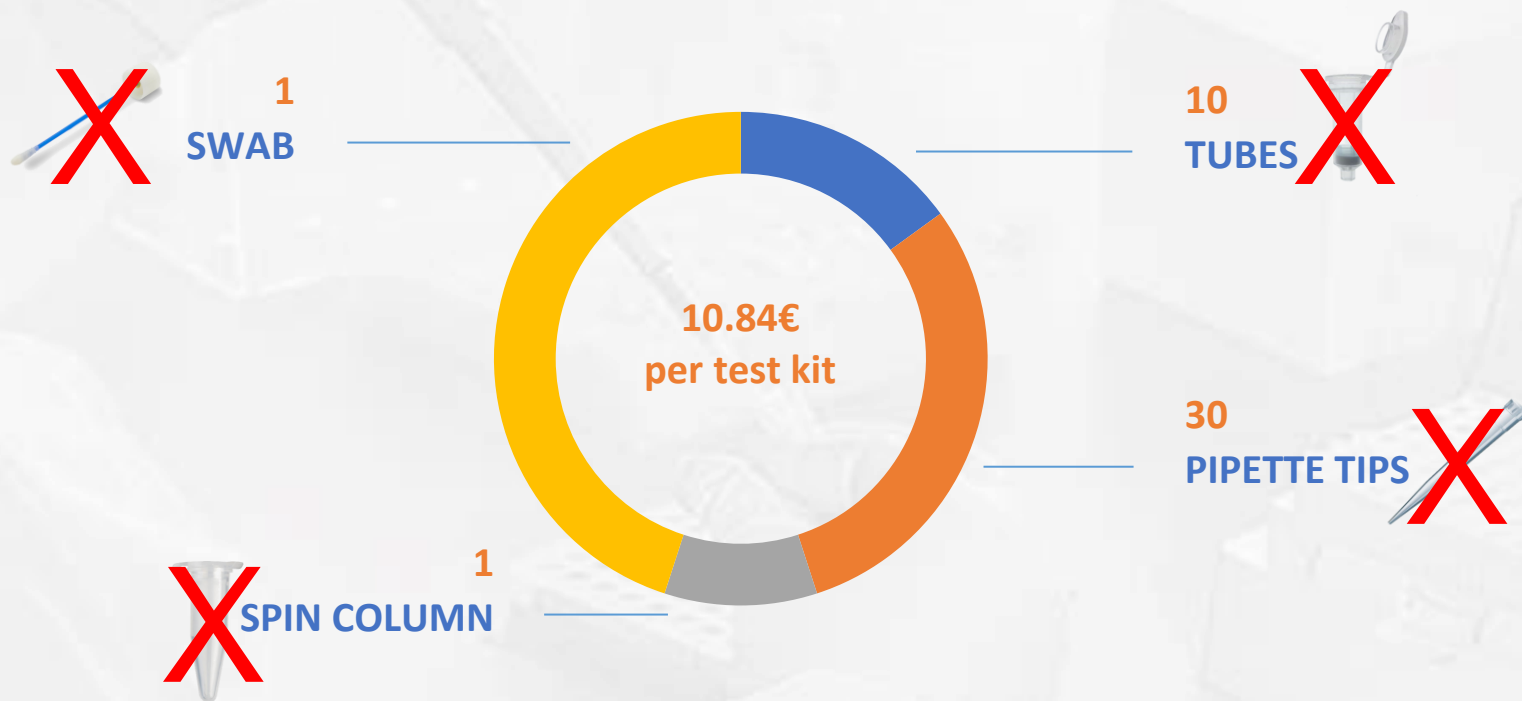
Demo Day

26 Jan 2021

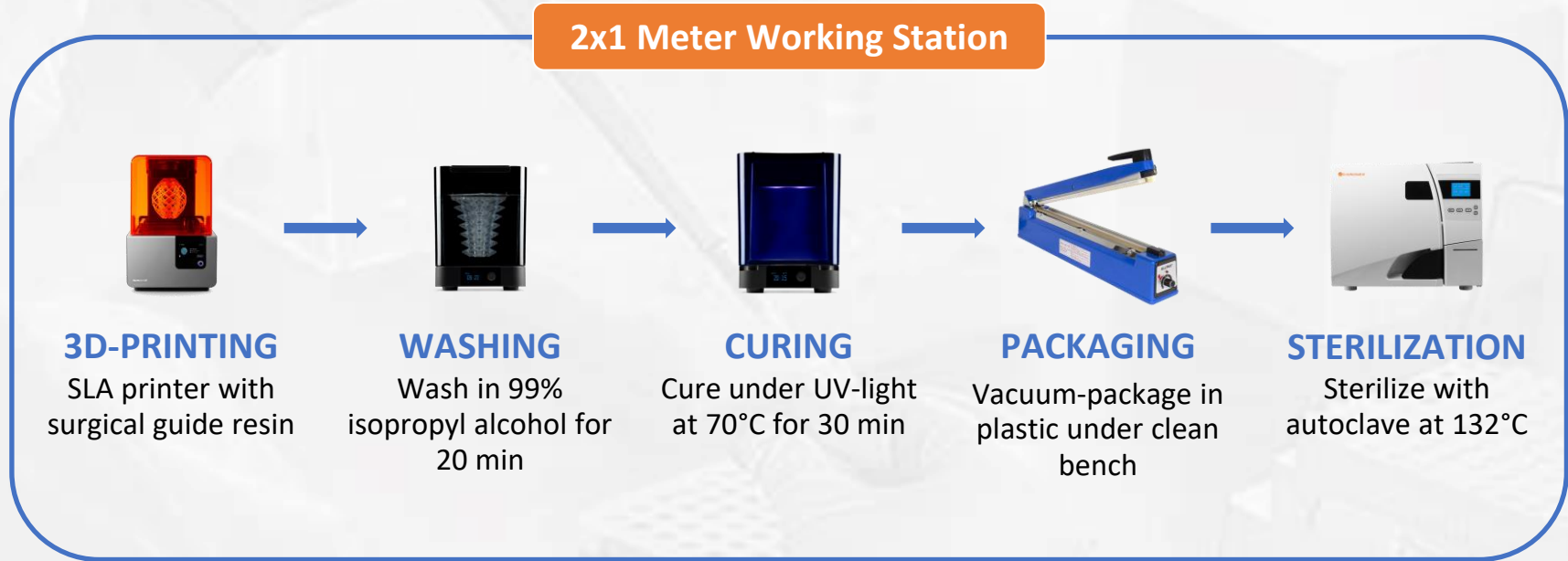
Diagnostic consumables are expensive...



... and scarce!



The first plug-and-play kit for producing lab materials decentralized



What makes our solution the best?

Automated



Decentralized



Stable Price

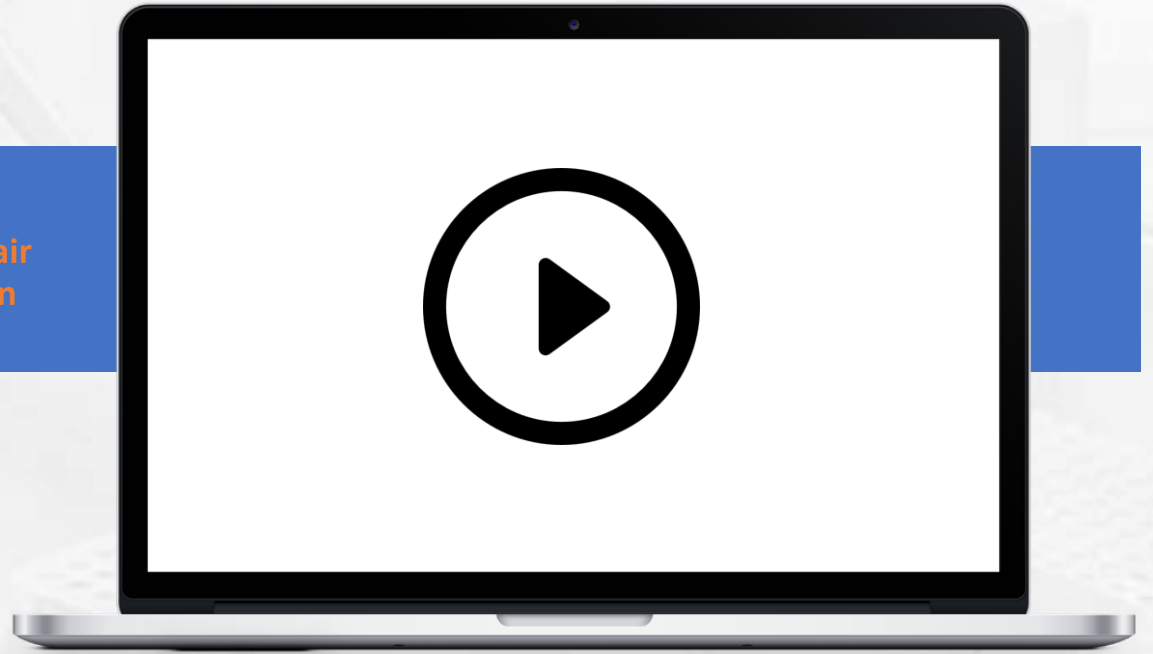


Selection of our printed prototypes

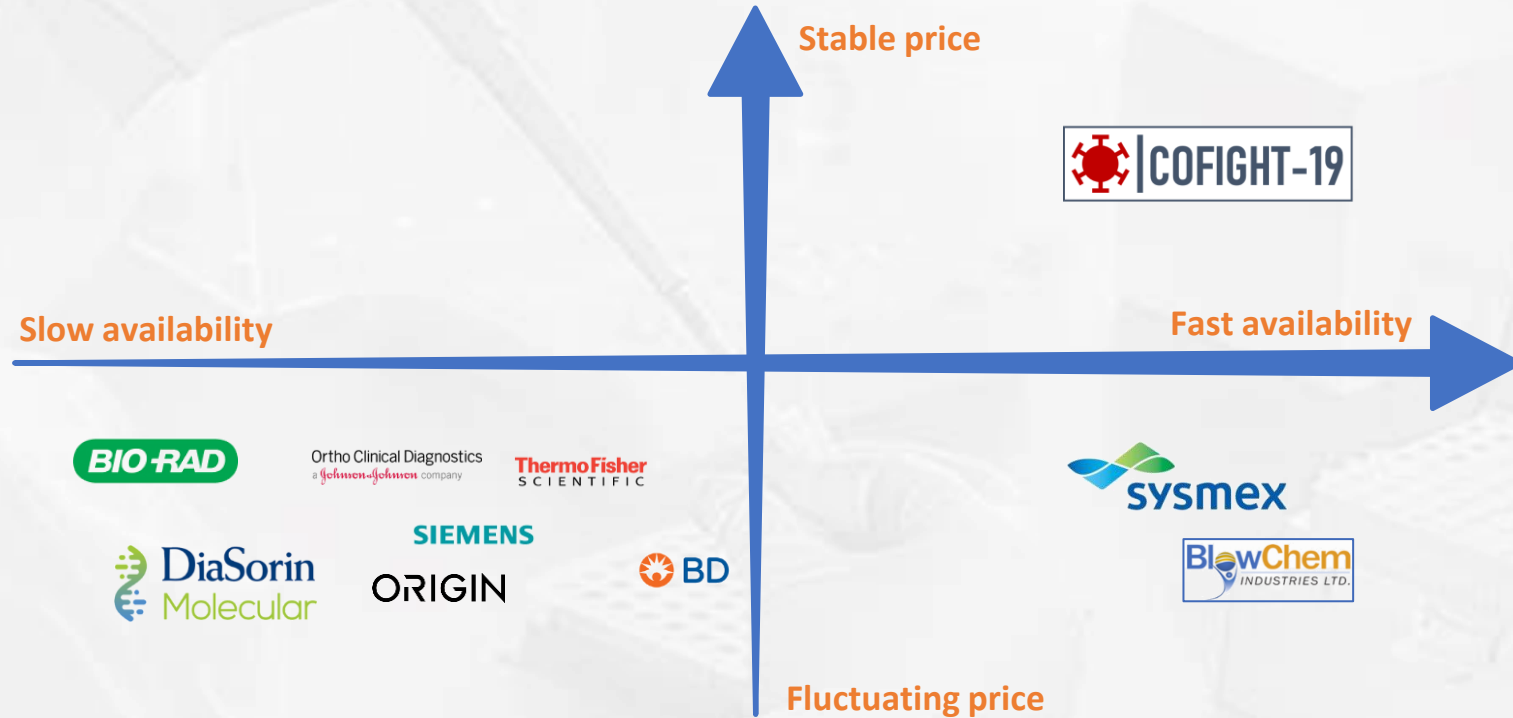
Actions speak louder than words

LIVE DEMO

Produced and tested at the **TUM Chair of Medical Materials** and **Bio.Kitchen**



Competitors fail to perform in critical situations



Strong partners ensure our successful go-to-market in Ghana

Partners



Pilot Project



Set up **mobile testing station** in **Ghana**



Laboratory staff will be **trained on site**



We recommend printing **spin columns** and **swabs**

Our team is interdisciplinary and experienced



**Yusuf Ziya
Güleray**

Robotics, Cognition,
Intelligence

CAD modelling



**Stefan
Nottensteiner**

Physics

Marketing



**Devan
Horn**

Chemistry

**Lab regulations &
certification**



**Michael
Hauer**

Management and
Technology

**Financial modelling &
partner relations**



**Simon
Rudat**

Management and
Technology

**Sales &
communication**

Labs should have access to diagnostic consumables.

Anywhere, anytime.

We are thankful for your question and feedback now!





APPENDIX

We talked to our stakeholders to find our problem-solution fit



Distributors



Academia



Producers



End Users



Public authorities



Tech experts

Co-fight 19 has promising unit economics

Unit Economics

Setup Cost

3 Form B Printer	€14,097
1 Form Wash	€500
1 Form Cure	€700
Total	€15,297

Production Cost (300 Test Kits)

Manual Workload	€4
Printing	€1,425
Post-processing	€855
Total	€2,284
<i>Market Price</i>	<i>€3,252</i>

Revenue Stream Ideas

- Margin on hardware components
- Subscription for resin and IPA delivery
- Service fees for training and maintenance

Prototypes of all consumables were produced and tested



Pipette Tips



Spin Columns



Swabs



0.2 mL Tubes



1.5 mL Tubes

Sterilization Process

