

Key work areas



Year 1 of 5 to 'scale up'

- Develop the cloud product,
- Build ecosystem adoption,
- Build the team that can deliver,
- Show we can scale processing

Revenues: None expected

Cash requirement: £1.4m

The cash requirement for year 1 comprises mostly of standard operating costs with a small sample processing and assay development budget (£200K).

Year 2 of 5 to 'scale up'

- Cloud system use in regulated labs,
- Build lab base,
- Increase indications on platforms,
- Build into digital health platforms

Revenues: Grant based revenues as a supplier possible

Cash requirement: £1.8m

The cash requirement for year 2 comprises mostly of standard operating costs with a small sample processing and assay development budget (£500K).

Per sample processing costs are modelled at £250 which is higher than processing in our alpha lab but we want to encourage third party lab adoption so would contract processing out as soon as we could. This provides guaranteed sample throughput to 3rd party regulated labs.

We have modelled clinical sample acquisition costs at £250 per sample. Our own studies and discussion with biobanks suggest the figure could be closer to £120.

Year 3 of 5 to 'scale up'

- Build sample volumes,
- Develop and promote high value indications

Revenues: Commercial product revenues possible (non regulated indications)

Cash requirement: £2.4m

The cash requirement for year 3 comprises mostly of standard operating costs with a small sample processing and assay development budget (£1m).

This includes processing for 1000 disease validation samples. For the selected disease areas we expect 100 - 150 samples will be sufficient for initial assay validation in each area.

Year 4 of 5 to 'scale up'

- Build 'per test' revenues
 - billing streams,
 - approvals covered,
 - lab agreements,
 - digital health provider agreements

Revenues: Product revenues expected

Cash requirement: £2.4m (excluding reduction from revenues)

The cash requirement for year 4 comprises mostly of standard operating costs with a small sample processing and assay development budget (£1m).

This includes processing for 1000 disease validation samples. For the selected disease areas we expect 100 - 150 samples will be sufficient for initial assay validation in each area.

Year 5 of 5 to 'scale up'

- Upsell to early adopters and,
- Help them increase throughput.
- Drive revenues.

Revenues: Product revenues expected

Cash requirement: £2.4m (excluding reduction from revenues)

The cash requirement covers mostly ongoing costs, scale-up team building and market capacity outreach and support.