>>venture>> 2016
Companies for tomorrow

>>venture>> award ceremony: the best Business Plans and Business Ideas for tomorrow
Preface

Dear venture community,

We are delighted to celebrate the winners of the 11th edition of venture with you. Changing venture from a biennial to a yearly format has proven to be a great success. We are proud to be able to look back on an all-time high number of participants and teams this year – teams who are eager to start their own business.

In order to provide our participants with a great basis to start with we offer them a unique coaching network, knowledge events, and networking opportunities.

Building on our strong and well-established setup, venture formally welcomed the EPFL as a new organizing partner in 2016! Having both Federal Institutes of Technology on board enabled us to solidify venture’s position as the leading Switzerland-wide start-up competition.

In addition to Swiss Radio and Television (SRF), Tamedia AG joined as a media partner. Together, they carry the entrepreneurial spirit of venture across the country.

Last but not least, we are offering new events such as seminars on IP, enabled by our Advisory Board Member IPI (Swiss Federal Institute of Intellectual Property), and today’s «Meet the Investors», where teams can establish first contacts with investors to bring their ideas and plans closer to realization.

Overall, the sound concept and continuous enhancements make venture a strong and well integrated player in Switzerland’s dense and dynamic start-up ecosystem. We are committed to fostering entrepreneurship, which is why we are – again – impressed with the innovative potential and the enthusiasm of our participants.

We congratulate the venture 2016 finalists and winners and wish them every success in the future.
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While quantity is not the prime goal of >>venture>>, quality is. An all-time high number of participants (597, +40% vs. 2015), teams (230, +14%), as well as competing B.Plans (116, +22%, B.Ideas also strong) are the best basis to detect the very best to win.

>>venture>> pushed its unique offering coaching and networking for all: 290 teams benefitted from 205 active coaches and jurors, events almost by the week in Zurich and Lausanne, and a spirit to help them all get started. 230 submissions originated from all over Switzerland with two focal points linked to Canton Zurich and Arc Lemanique. While driven by the federal institutes of technology, this is not exclusive – teams from PSI, ZHAW, or from University LS/GE do prove this.

While ICT remained the single biggest industry (30%, -7% pts), Life Science regained importance – this change in focus did not happen for the first time.

It is even more prominent when looking at the top 25: half of them are either Health Care or Pharma/Biotech related.

Eventually, both top five cases represent a diverse and vivid example of Swiss entrepreneurship: a broad selection of models, industries, and locations, often strong ties to ETHZ/EPFL (but not only), focus on Health Care and Pharma/Biotech in some form (2 of 5, B.Ideas) or strongly (4 of 5, B.Plans).

Thanks for our journey – good luck in making your plans or ideas real!
Key facts 2016

>>venture>> supported …

- 597 registered participants, 397 with projects
- 295 registered teams, 230 teams in competition
- 116 Business Plans submitted, 114 Business Ideas submitted
- 20 Business Idea teams (2015), re-entered as Business Plan

>>venture>> delivered on its three main USPs:

Coaching
- 167 coaches available, thereof 40 new recruits
- 228 coach affiliations established, 102 coaches affiliated
- 269 hrs of coach/expert advice at events only
- >500 hrs of coaching advice offline
- 65 assisted patent researchs requested (by IPI, B.Plan only)

Networking
- 23 events for participants, coaches, investors and alumni
- 1900 attendees in total, all events in Zurich and Lausanne
- ~35 team mates matched (via platform, events or 1-1)

Impact
- 678 jury feedbacks provided to teams w/submitted projects
- 6 print adverts with >3 Mio reach overall

1 65 teams registered but did not submit (33 business plan, 32 business idea)
Geographic split of 230 teams in total

Number of submitted projects

Abroad  (yet links to Switzerland) 9
Arc Lemanique 85
Espace Mittelland 16
North-Western Switzerland 20
Zurich 82
Central Switzerland 6
Eastern Switzerland 7
Ticino 5
Diversity

Most recent university affiliation of participants
Number of individuals, 597 = 100%

<table>
<thead>
<tr>
<th>Affiliation</th>
<th>Number</th>
<th>Percentage</th>
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<tr>
<td>ETH Zurich</td>
<td>143</td>
<td>24%</td>
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<td>EPFL</td>
<td>107</td>
<td>18%</td>
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<td>Swiss universities</td>
<td>137</td>
<td>23%</td>
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<td>University of applied sc.</td>
<td>36</td>
<td>6%</td>
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<tr>
<td>Foreign university</td>
<td>149</td>
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<tr>
<td>No affiliation</td>
<td>24</td>
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Professional status of participants
Number of individuals, 597 = 100%

- Employed: 283 (47%)
- Self-employed: 153 (26%)
- Student or PhD student: 129 (22%)
- Currently unemployed: 33 (6%)

Age distribution of participants
Number of individuals, 597 = 100%

- <25: 48 (8%)
- 25-29: 148 (25%)
- 30-34: 168 (28%)
- 35-39: 100 (17%)
- 40-44: 56 (9%)
- 45-49: 30 (5%)
- >50: 48 (8%)

Gender of participants
597 = 100%

- Male: 80% (480)
- Female: 20% (117)
The 25 Business Plan finalists

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<td>Headswap</td>
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<td>Stealth Key®</td>
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<td>Taskbase</td>
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<td>Alymen</td>
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<td>BestMile</td>
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<td>ComfyLight</td>
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<td>Joixes AG</td>
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<td>Jubbr</td>
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<td>InterAx Biotech</td>
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<td>MaxWell BioSystems AG</td>
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<td>Selmod</td>
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<td>T3 Pharmaceuticals</td>
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<td>TOPADUR Pharma AG</td>
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The 25 Business Idea finalists

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<td>Bio Baby Food</td>
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<td>Includeed</td>
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<td>SecureShare</td>
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<td>The Serenity Project</td>
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<td>TwentyGreen</td>
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<td>V-Locker</td>
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<td>Better Body Bag</td>
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<td>Easy MaDe</td>
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<td>hemoTUNE</td>
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<td>IDUN HealthTech</td>
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<td>Intelligent Surgical Instrument</td>
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<td>NanoLockin</td>
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<td>Piomic</td>
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<td>Swiss MRI technology</td>
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<td>Cellphmed</td>
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<td>Clemedi</td>
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<td>Modum</td>
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<td>Prometheus liver health</td>
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<td>SUINCoL</td>
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ComfyLight is a user-friendly solution that addresses the fast-growing need for security in homes by combining an LED light bulb with sensors and the internet. ComfyLight prevents intruders, detects any unexpected presence, and allows users to control their homes. It will also be used as a platform for functions beyond burglar protection. Its simplicity, combined with the real market need, the convincing business plan, and its founders’ industry experience, gives it a good chance to succeed.

Our company is dedicated to generating novel inhome security products and services for everyone. Our first product ComfyLight is a simple and instant security solution built in a sensor-packed light bulb and a smartphone app. ComfyLight will launch late 2016/early 2017. Financially, we are looking for series A investors as of March 2017 to cover the working capital for ComfyLight V1 and the development of V2. As a team, we welcome marketing pros for consumer and security products.

Why ComfyLight?

ComfyLight is a user-friendly solution that addresses the fast-growing need for security in homes by combining an LED light bulb with sensors and the internet. ComfyLight prevents intruders, detects any unexpected presence, and allows users to control their homes. It will also be used as a platform for functions beyond burglar protection.

Josef A. Dürr, member of the Jury Committee
I recommended Lymphatica as one of the top business plans for four reasons: First, it meets a clear need because 15 million people in Europe and the US suffer from lymphedema. Second, no satisfactory treatment for lymphedema is currently available. Third, Lymphatica’s product Lymphodrain is the first implantable device for drainage, offering permanent treatment with an artificial lymphatic vessel. And last but not least, because I found the team to be very convincing.

Felix Mayer, member of the Jury Committee

At Lymphatica, we have designed and patented the first implantable solution for treating lymphedema, one of the most common side effects of cancer treatment. We intend to produce and market the implant, thus enabling millions of cancer survivors to regain their self-confidence and independence.

Why Lymphatica?

Industry | Health Care Equipment & Services
City | Lausanne
Affiliation | EPF Lausanne
Contact | contact@lymphatica.ch

What we do

At Lymphatica, we have designed and patented the first implantable solution for treating lymphedema, one of the most common side effects of cancer treatment. We intend to produce and market the implant, thus enabling millions of cancer survivors to regain their self-confidence and independence.

What we need

We need to raise CHF 140k of seed money to perform a proof of concept in a sheep model of chronic lymphedema. We need to complete series A funding of CHF 2.5 million before June 2017 in order to finalize the development phase, perform a short pre-market trial and obtain the CE mark.
Dialysis is a lifeline for the increasing number of diabetes patients. Most prefer to carry out the dialysis at home but there are difficulties in handling the equipment. Peripal’s medical device simplifies the connection and improves patients’ experience. I like the use of consumables and the potential cost saving for insurers. The team knows the industry and understands what it takes to break into this growing market. The challenge will be to protect the technology and get the pricing right.

Michael Watts, member of the Jury Committee
T3 Pharmaceuticals

Dr. Simon Ittig, Dr. Christoph Kasper
Dr. Marlise Amstutz, Dr. Helmut Kessmann

Industry: Pharmaceuticals, Biotechnology & Life Sciences
City: Basel
Affiliation: University of Basel
Contact: info@t3pharma.com

What we do

T3 Pharmaceuticals is a biopharmaceutical company working to advance innovative therapies for cancer patients. Our method is based on live bacteria that specifically grow in solid tumors, where they produce and deliver an active agent using our proprietary technology.

What we need

The development of new medicines is a time- and cost-intensive procedure. T3 Pharmaceuticals is therefore looking for dedicated investors who share our vision of bringing T3 Pharmaceuticals’s platform technology for bacterial-based cancer therapy into clinical practice.

Why T3 Pharmaceuticals?

Despite recent progress in the field of immuno-oncology, cancer therapy remains challenging. Using a live bacteria tumor localization and protein delivery approach, T3 Pharmaceuticals is on the way to offering an innovative new treatment option for the patient’s benefit. This young team impressed me with its strong platform technology and its clear business plan for establishing cancer therapeutics.

Kaspar Binz, member of the Jury Committee
Erectile dysfunction patients non-amenable to oral drug therapy resort to problematic and outdated therapies. TreatED is developing an implantable medical device, based on neuroprosthetics principle, that will offer a unique and superior treatment. After accomplished the proof of principle in human, we initiated the development of the implantable device in compliance with the regulatory requirements. Currently, TreatED is funded by the Wyss Center for Bio- and Neuro-Engineering. Additional investment will be required afterwards.

**Why TreatED?**

Erectile dysfunction is a severe burden after prostatectomy and the solutions currently available are not satisfactory. TreatED has built on its neuroprosthetics expertise and developed an innovative product to solve the problem. An implanted neurostimulator will allow selective activation of the nerve to trigger penile erection. The team’s thorough and convincing business plan described how it would achieve its ambitious goals.

**What we need**

After accomplished the proof of principle in human, we initiated the development of the implantable device in compliance with the regulatory requirements. Currently, TreatED is funded by the Wyss Center for Bio- and Neuro-Engineering. Additional investment will be required afterwards.

**Industry**  
Health Care Equipment & Services

**City**  
Lausanne

**Affiliation**  
EPF Lausanne

**Contact**  
rodrigo.fragasilva@epfl.ch

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Dr. Rodrigo Araujo Fraga da Silva  
Dr. Nikos Stergiopoulos
### Top 6–10 Finalists

*(in alphabetical order)*

**InterAx Biotech (PSI / ETH)** will allow the discovery of functionally selective drugs with improved efficacy and reduced side effects for the largest class of human receptors.

**MaxWell BioSystems AG (ETH)** provides and innovates high-throughput electrophysiology platforms to accelerate preclinical drug discovery and advance basic research.

**Pregnolia (ETH)** has developed a diagnostic tool that measures the cervical stiffness in pregnant women. Monitoring cervical stiffness allows reliable identification of women at risk of preterm birth.

**Stealth Key/UrbanAlps (ETH/EPFL)** Today, anybody can copy your house key. UrbanAlps brings the Stealth Key®: an inexpensive mechanical key that is safe against 3D duplication.

**TopADUR Pharma AG (BS)** develops new innovative drug therapies for wound healing. There is great market potential and a pressing medical need for TopADUR’s two development drugs (diabetic foot ulcers and burn wounds).

### Top 11–25 Finalists

*(in alphabetical order)*

**Alymen (Vaud/Italy)** brings to the market a new generation of digital restaurant menus that leverage analytics to drive upsell, reduce waste and improve the customer experience.

**BestMile (EPFL)** provides a fleet management platform designed to operate and optimize any fleet of autonomous vehicles.

**Coat-X (HE-arc)** provides a novel ultra-hermetic encapsulation technology for the corrosion protection of electronics, sensors, microsystems or implantable devices.

**Drivrrr (UZH)** 100 million people will learn to drive in the next 10 years. In Europe, driver education often costs more than 1’500 EUR. Drivrrr cuts the cost of driver education by 50% with virtual training.

**Global ID (EPFL)** is a new company whose purpose is to bring to the market a new innovative technology for reliably identifying people using 3D finger vein biometric data.

**GoSafe (EPFL)** is developing SENSY, a device that, unlike available prostheses, enables leg amputees to feel touch from their missing foot.

**Headswap (EPFL)** The platform allows individuals to independently manage offline teaching activities by providing all the tools needed for scheduling, venue booking, payment processing, resource sharing, and discussion forums.

**Joixes AG (UZH/HSG/ETH)** is a new, mobile-first search engine. It provides more relevant results across categories by capturing and learning from each user’s taste.

**Jubbr (HSG)** is a predominantly mobile, web-based job management platform for people working in the hospitality industry.

**Lambda Health System (HEIG-VD)** The Lambda Health System reduces the time it takes a therapist to set up the robots used in the post-stroke rehabilitation of lower limbs from 20 minutes to 2.

**Piavita (HSG)** offers a wireless medical device that veterinarians can use to measure an animal’s vital data through its pelt or skin with medical precision.

**Selmod (Uni Basel)** Invasive fungal infections represent a major health concern. Selmod is developing novel drugs that address the limitations of current therapies.

**Taskbase (ETH/HSG)** is an e-learning solution to increase the productivity of teachers and enhance the learning experience of students.

**UES Industries (ETH/MIT)** is developing an advanced network of unmanned vehicles as an integrated solution for ultra-fast medical emergency response.

**Vibwife (FHNW/ZHAW)** is developing a medical device to shorten birth durations and reduce unplanned caesarean sections.

**Xsensio (EPFL/MIT)** is developing next-generation «Lab-on-Skin™» wearable devices that uniquely exploit biochemical information on the surface of our skin.
Daphne Technology

Dr. Juan Mario Michan

Industry | Industrial Equipment & Machinery
City | Coppet
Affiliation | EPF Lausanne
Contact | mario.michan@daphnetechnology.com

What we do

Daphne’s proprietary technology is a single solution that will help commercial ship owners to comply with international marine SOx and NOx air emission regulations for a lower cost than current solutions and without the need for an initial infrastructure investment.

Why Daphne Technology?

Daphne Technology meets a strong need of ship operators, who will have to comply with the new international regulations on SOx and NOx air emissions by 2020. Their technology, using a novel fuel gas treatment system, is highly innovative and allows users to operate at a much lower fuel cost than with conventional systems. The envisaged strategy is to license the technology and to supply the consumable cartridge as key component.

What we need

We are currently developing a proof-of-concept prototype and securing the initial IP. We plan to expand the core team by summer 2017 and are looking for investors to finalize a large seed investment round.
hemoTUNE proves how the use of completely new methodologies (nanotechnology in medicine) can open up new therapies for conditions like sepsis with a mortality rate of >30%. Their approach is brilliant both in terms of efficient removal and blood compatibility, seems to be verified, and is patented. Needless to say, they need to complement their team on the business side and move forward fast to seize this market opportunity and save lives.

What we do

We are developing a revolutionary therapeutic blood purification platform. Functionalized magnetic nanoparticles applied in a dialysis-like circuit allow specific removal of disease-related compounds directly from a patient’s blood in an efficient and mild way.

What we need

We are looking for support in medical device development, with a strategic focus on ensuring regulatory approval of our novel extracorporeal blood purification system.

Why hemoTUNE?

Søren Bjønness, member of the Jury Committee
Solar panels are the «great white hope» when it comes to questions about energy in the future. Insolight is a clear-cut business case showing how to reduce the amount of solar cells needed by a 3-digit factor. The team has undergone thorough analysis and brings a solution that convinces both in technological and financial terms. Compelling ideas are often simple to understand, and so is Insolight’s idea: Direct the light to the solar cell, not the other way around.

Stephan Knecht, member of the Jury Committee

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**What we do**

Our goal is to cut solar electricity costs by doubling the efficiency of solar panels. Our innovative optical technology allows sunlight to be concentrated on high-efficiency solar cells in a flat-panel assembly.

**What we need**

In order to bring the product from the lab to the market, it is necessary to pass various validation steps: third-party validation, industrialization, norms qualification and pilot site. We need financing and support with the execution.

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**Why Insolight?**

Solar panels are the «great white hope» when it comes to questions about energy in the future. Insolight is a clear-cut business case showing how to reduce the amount of solar cells needed by a 3-digit factor. The team has undergone thorough analysis and brings a solution that convinces both in technological and financial terms. Compelling ideas are often simple to understand, and so is Insolight’s idea: Direct the light to the solar cell, not the other way around.

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**Insolight**

Laurent Coulot
Florian Gerlich
Mathieu Ackermann

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<td>City</td>
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<tr>
<td>Affiliation</td>
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<tr>
<td>Contact</td>
<td><a href="mailto:info@insolight.ch">info@insolight.ch</a></td>
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Stephan Knecht, member of the Jury Committee
SUINCoL's injectable therapy for regeneration of the bladder muscle is a very promising treatment for incontinence. More than 200 million women worldwide suffer from urinary incontinence. SUINCoL offers a novel treatment, their patent pending solution is straightforward, and the medical and societal need is obvious. Initial animal results showed a first proof of concept and the jury was convinced by the team and their focused solution.

What we do

The SUINCoL team has developed a unique technology that cures incontinence in a simple procedure at your doctor’s office. SUINCoL’s patented injectable therapy regenerates the bladder muscles of patients suffering from incontinence.

What we need

We need the continued support from our home base at EPFL. We need seed funding to take us to our next major milestone, a first proof-of-concept in a human. Finally, we need to widen our business network to allow us to reach the market as soon as possible.

Why SUINCoL?

SUINCoL’s injectable therapy for regeneration of the bladder muscle is a very promising treatment for incontinence. More than 200 million women worldwide suffer from urinary incontinence. SUINCoL offers a novel treatment, their patent pending solution is straightforward, and the medical and societal need is obvious. Initial animal results showed a first proof of concept and the jury was convinced by the team and their focused solution.

Dr. Hans Larsson, Dr. Eva-Maria Balet, Dr. Elif Vardar, Ganesh Vythilingam

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<th>Industry</th>
<th>Pharmaceuticals, Biotechnology &amp; Life Sciences</th>
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<tr>
<td>Affiliation</td>
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<tr>
<td>Contact</td>
<td><a href="mailto:h.m.larsson@gmail.com">h.m.larsson@gmail.com</a></td>
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Marjan Kraak, member of the Jury Comittee
Metal-organic frameworks (MOFs) are a new generation of porous crystalline materials. One gram exhibits a surface area comparable to a soccer field, and they offer new opportunities in gas absorption, storage, separation and purification, catalysis, and drug delivery. For the first time, the MOF company’s technology allows flexible and scalable production of MOFs, giving the entrepreneur a huge opportunity to take a leading position in the market.

Daniel Steitz
Dr. Dariusz Burnat

**What we do**

theMOFcompany is the market pioneer in providing a unique, customer-oriented production service for chemicals known as Metal–Organic Frameworks (MOFs), which are set to revolutionize industrial processes. The service addresses the urgent market need for custom MOFs.

**Why the MOF company?**

Metal–organic frameworks (MOFs) are a new generation of porous crystalline materials. One gram exhibits a surface area comparable to a soccer field, and they offer new opportunities in gas absorption, storage, separation and purification, catalysis, and drug delivery. For the first time, the MOF company’s technology allows flexible and scalable production of MOFs, giving the entrepreneur a huge opportunity to take a leading position in the market.

**What we need**

theMOFcompany is seeking seed funding for the company foundation in 2016 as well as strategic ties to the industry and potential industrial partnerships. We are also currently seeking an additional team member to support our sales and marketing activities.

**Industry**
Materials

**City**
Zurich

**Affiliation**
ETH Zurich, PSI, ZHAW

**Contact**
daniel.steitz@themofcompany.com
Top 6–25 Business Ideas

Top 6–10 Finalists (in alphabetical order)

**Cellphmed (EPFL/Unil)** Our new methodology for personalized medicine provides a high-density barcode of cellular identity, which allows prediction of the suitability for clinical and research applications.

**Easy MaDe (Uni Fribourg)** Novel malaria diagnostics, based on a chemical reaction, which relies on highly stable and cheap chemicals offering the highest sensitivity known to date.

**MyCode (ETH)** We take millions of public open source programs and use advanced machine-learning techniques to create a tool that improves our customers’ code.

**Swiss MRI technology (EPFL/Unil/Uni Geneva)** Swiss MRI technology resolution enhancement enables a new level of image resolution that upgrades any existing MRI (1.5, 3.0, 7.0 Tesla) through plug-and-play RF coils.

**TwentyGreen (Uni Geneva/HSLU/ETH/HSG)** Production of natural feed additive to promote sustainable and responsible animal farming.

Top 11–25 Finalists (in alphabetical order)

**«Better Body Bag» Advanced Accessories (Geneva)** We deliver products and services for the humanitarian sector to better protect the identities of victims of natural disasters and war.

**Bio Baby Food Startup (HSLU/ZHAW/UZH)** Production of ultra-fresh, 100% organic, all-natural and Swiss-made food for babies, delivered right to your doorstep. No more food that is older than the baby eating it!

**Clémedi (UZH)** Development of a fast and comprehensive diagnosis of pathogens and virulence/resistance factors to combat antibiotic resistance and improve patient care.

**IDUN HealthTech (ETH)** Long-term wearable ECG device for real-time diagnostics of cardiovascular health for patients and athletes based on next-generation dry electrodes.

**Includeed (Geneva/Vaud)** Interactive online platform for employees and customers to review companies’ efforts to create diversity and equal opportunities.

**INJEX (ETH)** Solutions enabling the fast fabrication of complex plastic parts – when 3D printing is no longer sufficient and injection molding is too expensive.

**Intelligent Surgical Instrument for Orthopedic Surgery (Bern/Zurich)** Intelligent instruments for safer orthopedic surgery and reduced postoperative consequences.

**Modum (UZH)** A combination of sensor devices and blockchain technology which enables substantial cost savings in the pharmaceutical supply chain.

**NanoLockin (Uni Fribourg/ZHAW)** New benchmark technology enabling the characterization of nanoparticles for cancer treatment.

**Piomic (ETH/UZH)** Development of non-invasive electroceutical devices for the treatment of chronic wounds.

**Prometheus liver health (ETH)** Production of high-quality mature hepatocytes in culture from somatic liver stem cells for therapeutical and diagnostic purposes. This technology has the potential to reduce the number of whole-liver transplants in the future.

**SecureShare (ETH)** A decentralized blockchain-based system that enables people to securely share private data for analytics with other parties without revealing the raw data.

**Spectando (ETH/UZH)** A novel solution for creating property tours quickly and easily using just a smartphone – no other hardware required.

**The Serenity Project (École Hôtelière de Lausanne)** Bringing true sustainability to the hospitality industry for the eco-conscious traveller by offering a new off-grid destination boutique hotel.

**vestr (Zurich)** Leading community for thematic investing. We make professional financial research understandable and investable for everyone.

**V-Locker (Zurich/Taiwan)** Compact new locker system for storing the growing number of bicycles, e-bikes and accessories quickly, safely and conveniently and protecting them from weather and vandalism.
Making it possible: Our partners

ascom
Juhani Anttila

avalon
Francisco Fernandez

BCV
Pascal Kiener

Bühler
Calvin Grieder

CLARIANT
Harriolf Kottmann

CREDIT SUISSE
André Helfenstein

DATWYLER
Paul Hälg

DIE POST
Dieter Bambauer

ORELL Füssli
Alexander Zschokke

GEBERIT
Christian Buhl

sionova
Lukas Braunschweiler

swisscom
Roger Wüthrich

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Selecting the Top 5 (final ranking by Advisory Board)

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venture’s backbone: Many thanks

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**Many thanks**

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