

*From a cup of coffee to a high-tech
laboratory for hematology testing*



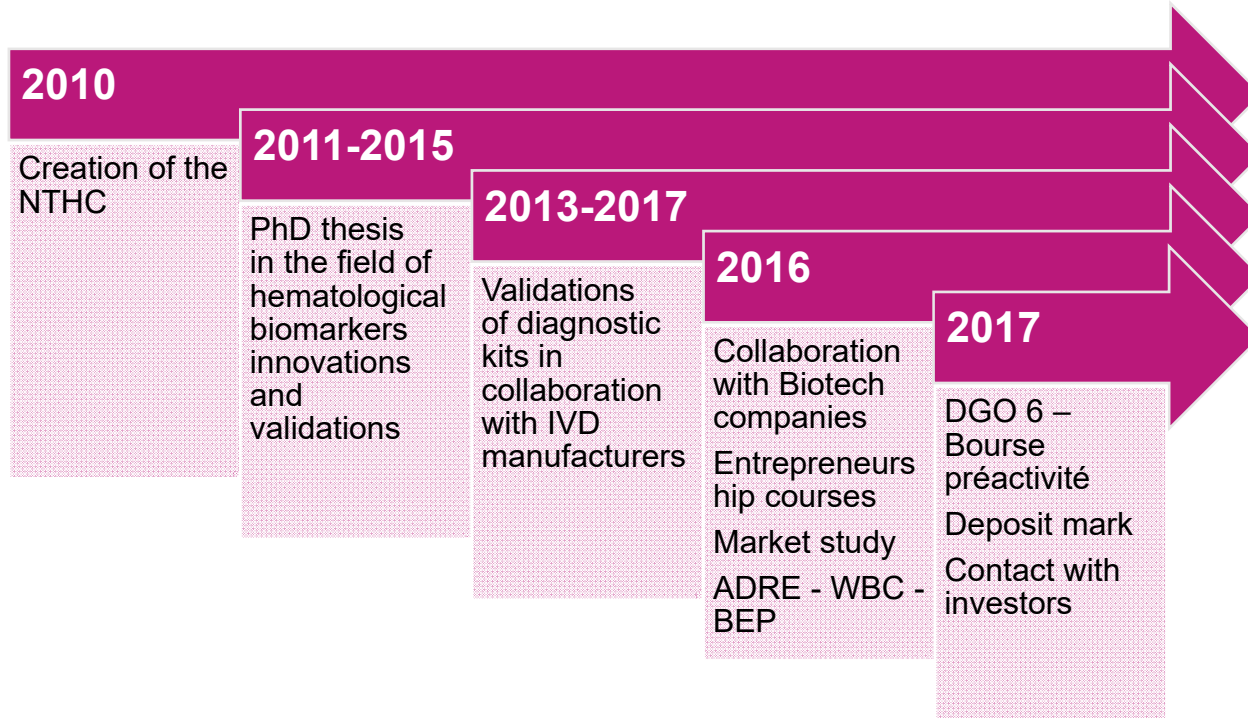
*Prof. Jonathan Douxfils
University of Namur
QUALIblood s.a.*

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Genesis of QUALIblood



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Genesis of QUALIblood

Start-up from the **University of Namur**

More than 10 years of research in **hematology** with a focus on **hemostasis** and **hemocompatibility** - more than 100 publications in the field with innovative biomarkers development and discovery

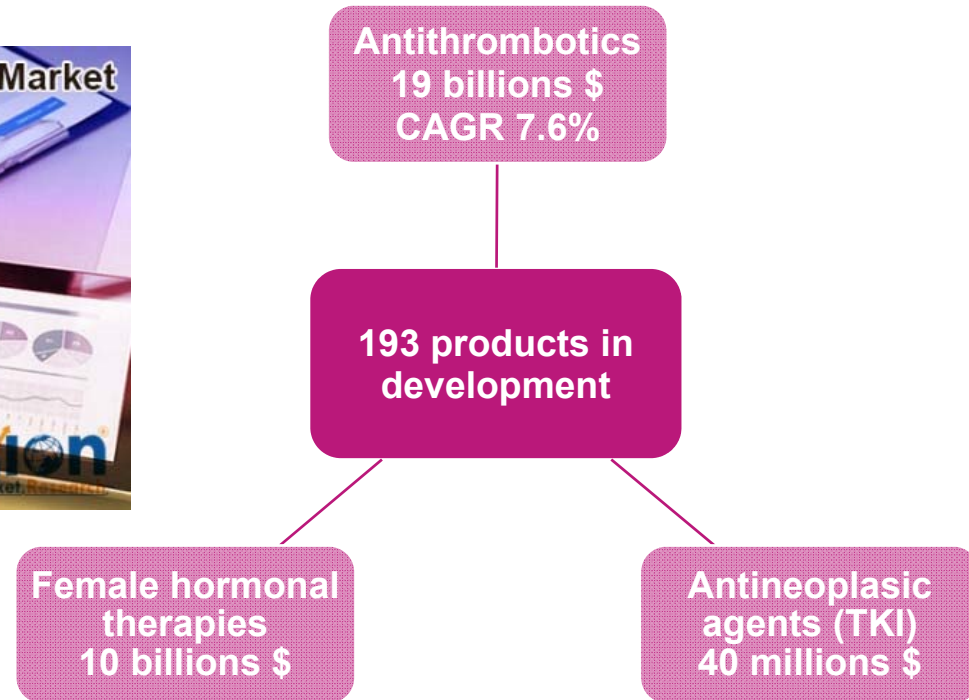
Gathering of expertise from **laboratory**, **clinical** and **regulatory** scientists

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Potential market needs



Commercial strategy

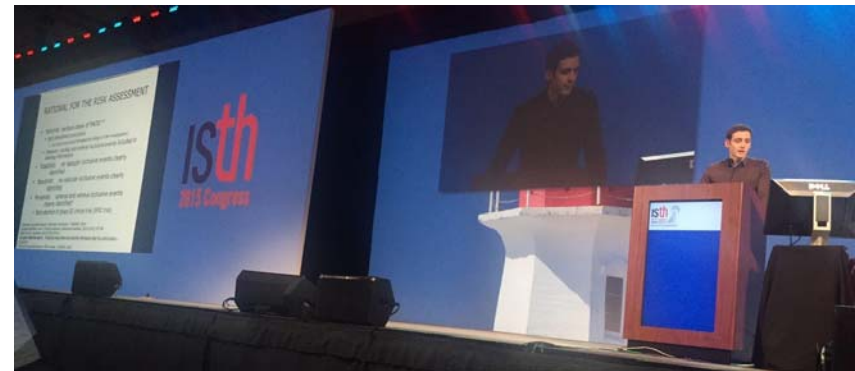
Scientific contacts:

Publications, studies,
collaborations



Representation:

Presence at international congress,
presentation of clinical studies



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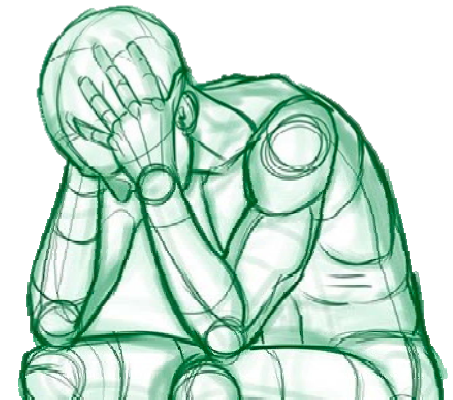
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Define the offer

We often hear...

“The haematological environment is so complex and a plenty of tests are so constantly renewed that a continuous expertise in this field is hard to reach”

“I risk my time and money in inefficient or outdated blood testing. Could a specific laboratory help me in the choice of the most appropriate biomarkers to ensure transferability to real-world applications?”



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Define the offer

Because every result matters, QUALIblood is offering to **pharmaceutical** and **IVD companies** a tailor-made accompaniment in blood analyses.

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Define the offer

FACILITIES FOR PHARMACEUTICAL COMPANIES

DEFINITION OF ANALYTICAL PROTOCOLS

- ACCOMPANIMENT IN THE REDACTION OF THE PROTOCOL
- ADVICE AND LITERATURE REVIEW FOR DETERMINATION OF MOST APPROPRIATE BIOMARKERS

PRE-CLINICAL INVESTIGATIONS – GRP AND/OR GLP AND ISO 13485* & 17025*

- IN VITRO INVESTIGATION ON PLASMA, SERUM, WHOLE BLOOD OR CELL LINES
- TAILOR-MADE SOLUTIONS AND TESTING VALIDATED ACCORDING TO REGULATORY REQUIREMENTS
- BLOOD TESTING OF SAMPLES FROM ANIMAL STUDIES

CLINICAL INVESTIGATIONS - GLP AND ISO 13485* & 17025*

- BLOOD TESTING OF SAMPLES FROM HUMAN STUDIES – PHASE I TO III

BATCH RELEASE - GLP AND ISO 13485* & 17025*

- EVALUATION OF THE QUALITY OF PLASMA-DERIVED MEDICINAL PRODUCT ACCORDING TO REGULATORY REQUIREMENTS

* ISO certifications are pending

FACILITIES FOR IVD COMPANIES

DEFINITION OF ANALYTICAL PROTOCOLS

- ACCOMPANIMENT IN THE REDACTION OF THE PROTOCOL

PROOF-OF-CONCEPT – GRP AND/OR GLP AND ISO 13485*

- IN VITRO INVESTIGATION ON PLASMA, SERUM FROM OUR PROSPECTIVE BIOBANK
- IN-VITRO INVESTIGATION ON PLASMA, SERUM OR WHOLE BLOOD FROM HEALTHY SUBJECTS
- METHOD COMPARISON ON SEVERAL ANALYTICAL PLATFORMS – WHEN AVAILABLE
- EARLY ADVICES FOR METHOD IMPROVEMENT

ANALYTICAL PERFORMANCE – GLP AND ISO 13485*

- DEFINITION OF ANALYTICAL PERFORMANCES ACCORDING TO REGULATORY TEMPLATES – VALIDATION PROCESS
- DEFINITION OF NORMAL RANGE FROM OUR AVAILABLE BIOBANK FROM HEALTHY SUBJECTS

REAL-LIFE EVALUATIONS – GLP AND ISO 13485*

- STUDY PERFORMED IN COLLABORATION WITH OUR UNIVERSITY PARTNERS
- SUPERVISION OF MULTI-SITE STUDIES

* ISO certifications are pending

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Partners and first customers

Partners and invests



Customers



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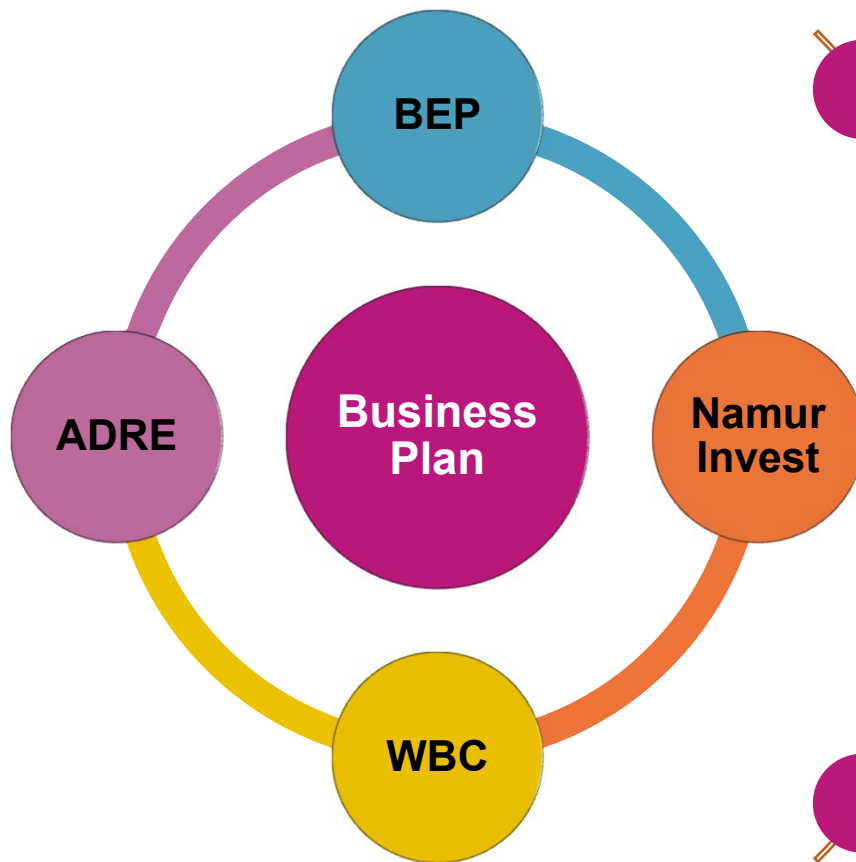
2016-2017

Pivotal years

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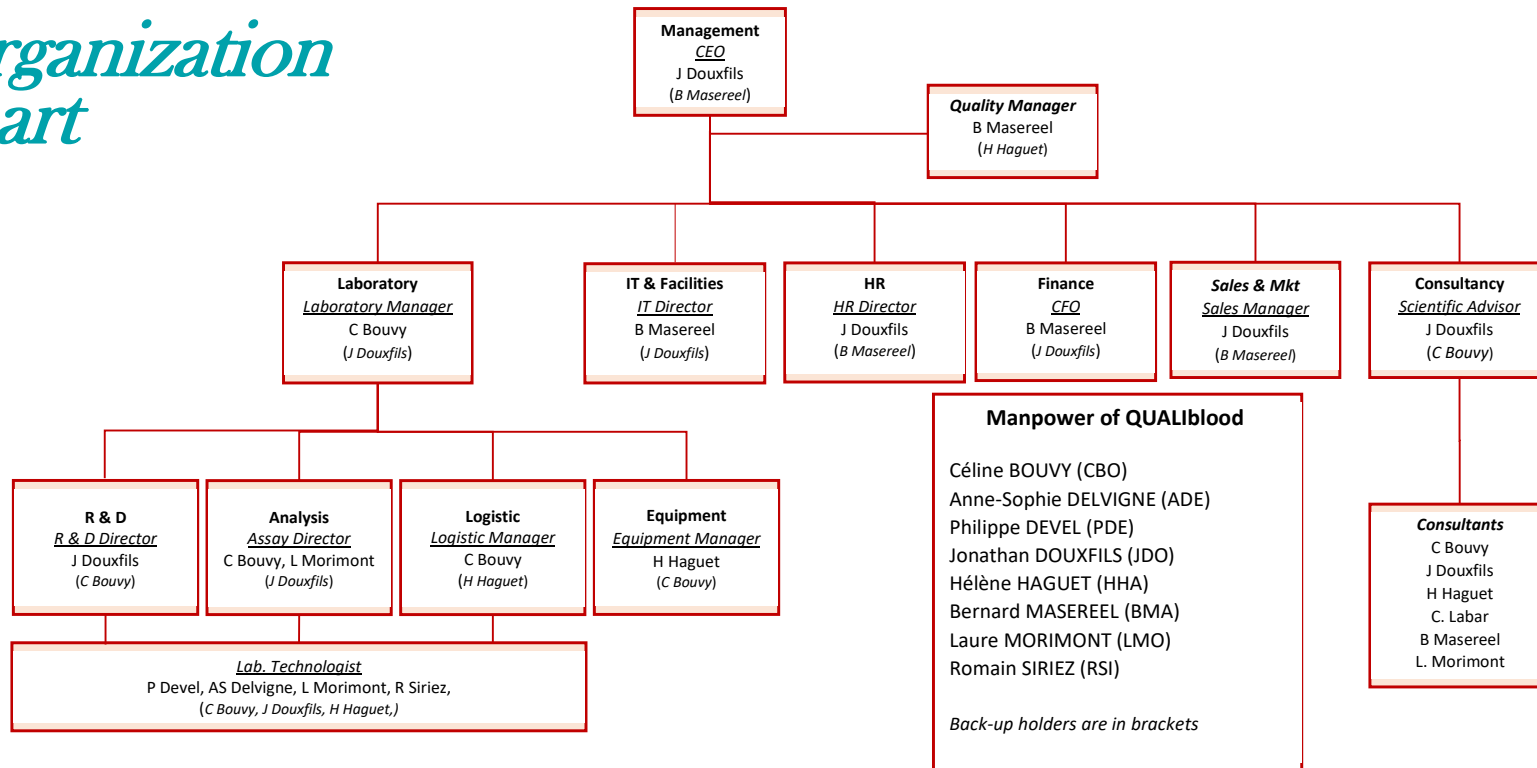
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- Elaboration of the business plan and related tools like BMC or financial plan
- Validation of the company's project and searching for investors/partners
- Thinking about facilities and localisation
- Accompaniments during fundraising
- Critical analysis of financial resource finding and business plan
- Marketing culture
- Reinforcement of existing network

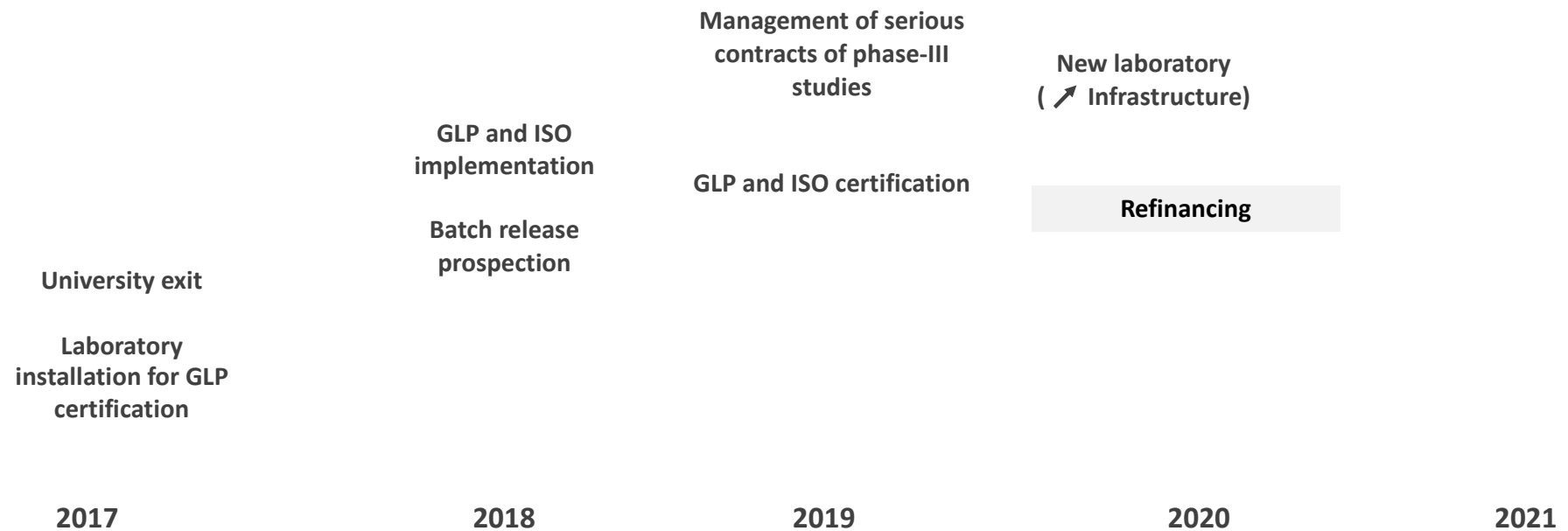
Organization chart



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Growth plan



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*Take home message
and advice*

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- As a medical scientist, there is a real need to follow specific entrepreneurship courses
- Fundamental or medical sciences are not business science, so don't see businessman as profiteers of your ideas but rather as a catalyst
- Continue to elaborate your scientific network by publishing, attending congress and so on, this is the core business of your society
- Hire different profiles and people for which you would like to work for! As a small company each collaborators is of utmost importance!
- Keep your motivation for innovation and enjoy the adventure!

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“The human mind is like a parachute. It works best when it is open”

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