Wednesday the 24 of September 2014

Fluodagnosis
Solution for early cancer fluorescence detection

Your medical diagnostic fluorescence company
www.fluodagnosis.com
Valorisation of the research in the biomedical field

Technology push

1. Technology push

Identification of potential applications

2. Market pull

Development of the technical solution

Algorithm, software or imagery hardware

Often the case when a physician is part of the research team

Technology transfer or company creation: The example of Fluodiagnosis

A clear medical need

Early detection of bladder cancer

"We are looking for inexpensive methods for routine use to increase the performance and reliability of the entire practice in terms of cytology"

French society of Pathology

60% of the cost of care of a bladder cancer is related to the monitoring and treatment of recurrence, investment in early diagnosis could significantly improve medical care and reduce its cost.
The process of valorisation

- **Problem**: Low sensibility for early bladder cancer detection
- **Research**: Study of the fluorescent properties of the Papanicolaou
- **Experimental results**: Discrimination between tumoral and benign cells using eosin fluorescence signal
- **Protection**: European and US patent
- **Valorisation**: 

![Diagram with icons and descriptions](image-url)
The team

Allan Rodriguez  
President

Thibaut Troude  
CTO

Marie-Pierre Fontaine-Aupart  
CSO

Pascal Eschwege  
CMO

1. Scientific founding team
2. Meeting with a potential business leader
3. Technical and business team consolidation

confidence and willingness + Complementarity = Key success factor
Skills and mindset

- Curiosity
- Multitasking
- Dynamism
- Strong workforce
- Excellent interpersonal
- Interest in technology
- Adaptability
- Business spirit
Evolution and perspective

- Technical / scientific / medical expertises
- Technical opportunities
- Management of technical staff
- Operational management of the company
- General management of the company
- Management of business and commercial staff
- Marketing opportunities

Career paths: The example of Fluodiagnosis

Thibaut Troude
- R&D engineer
- CTO
- CTO and manager of a technical staff
- Chief operating officer
- General manager
- US Manager
Current practice and innovation

Sensitivity of bladder cancer

- 15% for early cancer
- > 80% for high grades
- 44% on average

Medical practice

Manual analysis of the appearance of the cells

Fluodagnosis method

Automatic analysis of the cellular distribution of fluorescence

- Tested by manual reading and analysis
- Tested by automated reading and analysis
Patients and customers

Companies

Hospitals and clinics

Patients

1. Sample collection
2. Sample analysis
3. Diagnosis

Directed by our laboratories partners

Results regarding the presence of tumor cells

Expertise of Fluodiagnosis
Conclusion

Company creation = never bored again + never sleep peacefully again

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Recrutement opportunities in Fluodiagnosis:
- Clinical manager
- Informaticien/bioinformaticien