

Sāpidyne Instruments Inc.



David Smith

Director, Marketing and Business Development

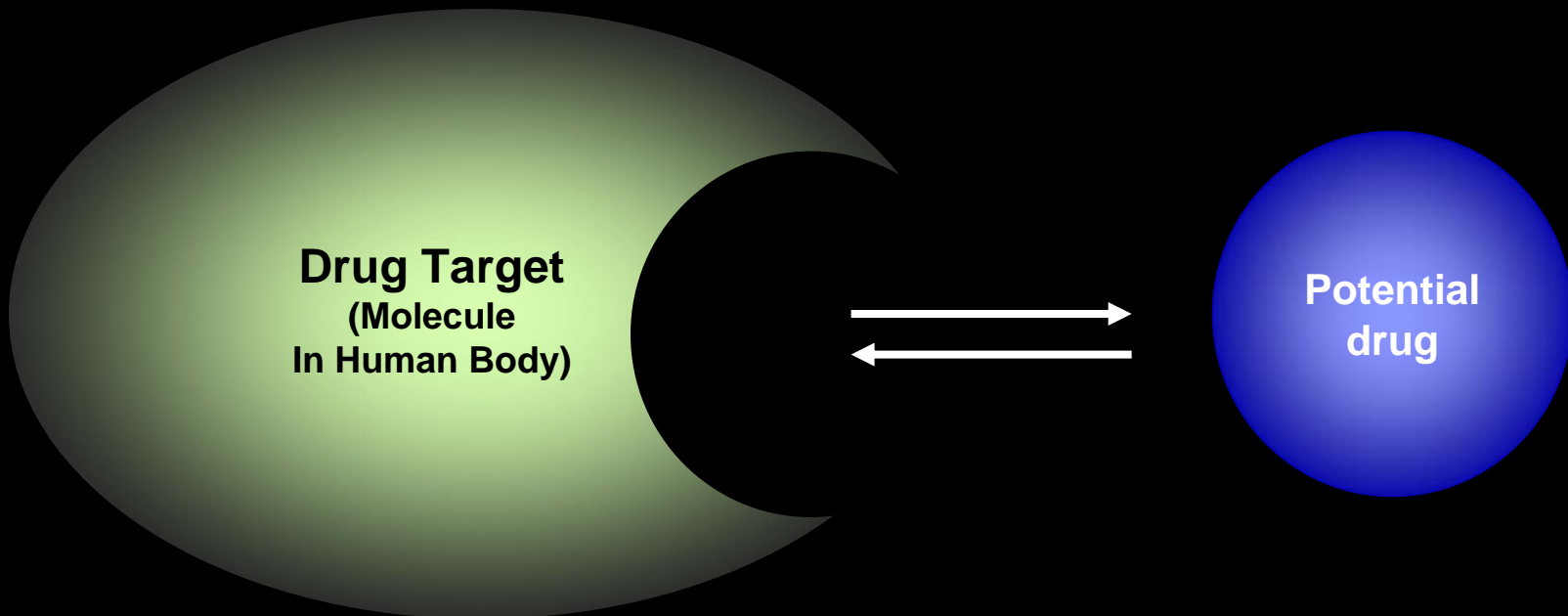
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What is Sapidyne



- ❖ Profitable commercial enterprise, employee and investor owned
- ❖ Design/develop/manufacture scientific instruments
- ❖ Founded in Boise - 1995 → quality of life
- ❖ 15 employees USA – undergraduate through PhD+
- ❖ Wholly owned Japanese subsidiary - 2004
- ❖ Customer base in USA, Japan, Korea, U.K., Canada

What Sapidyne does



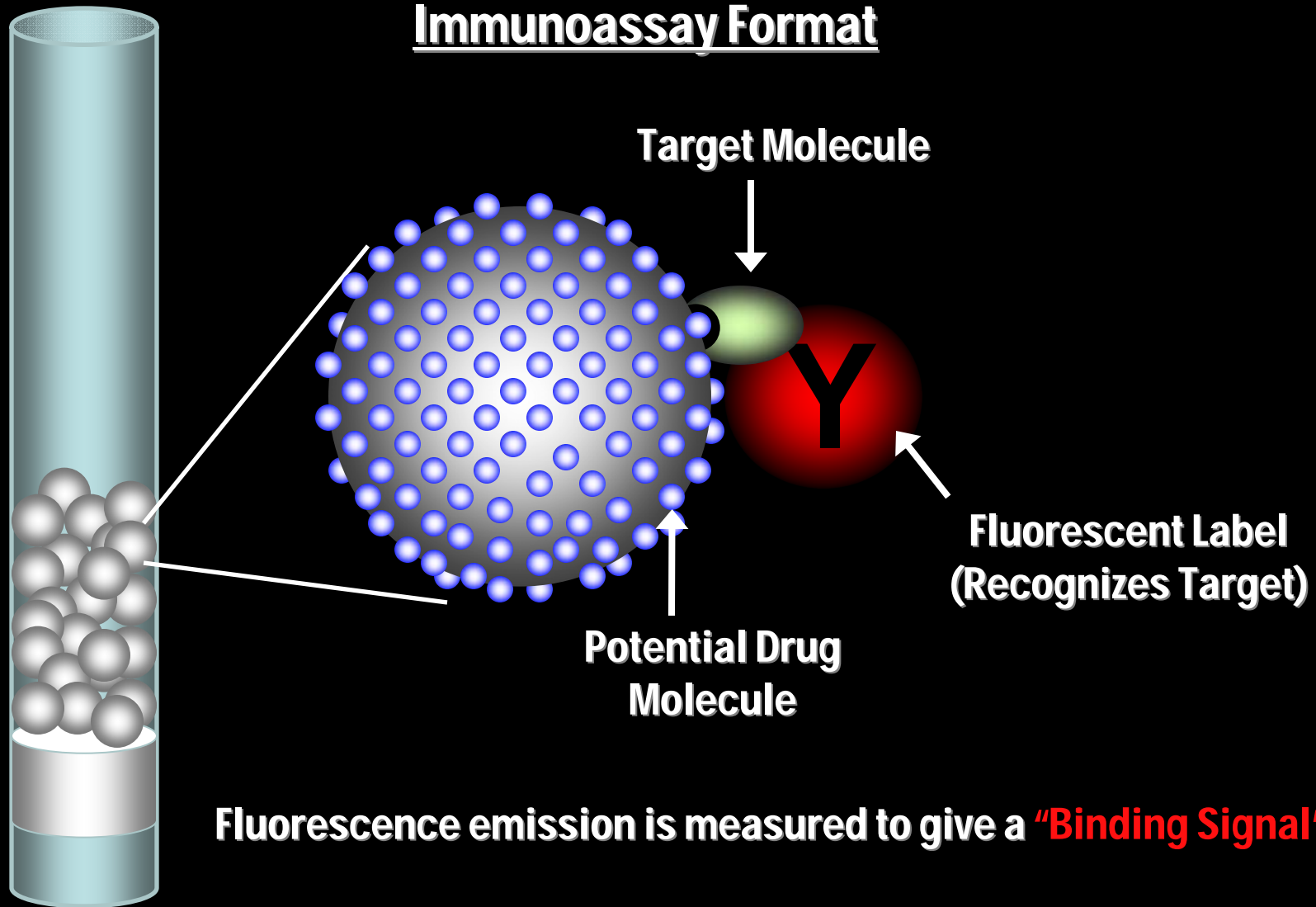
Our first commercial instrument answers the following questions:

- ❖ How **TIGHTLY** does the drug bind its target?
- ❖ How **FAST** is the drug binding to its target?
- ❖ How **LONG** does the drug stay bound to its target?

How we do it



Immunoassay Format



Fluorescence emission is measured to give a **"Binding Signal"**

Industries we serve



Market Opportunities

- ❖ Drug Discovery
- ❖ Environmental Testing
- ❖ Medical Diagnostics

Applications

- ❖ Antibody : Antigen
- ❖ Protein : Protein
- ❖ Protein : Small Molecule
- ❖ Protein : DNA
- ❖ Whole Cell Assays

KinExA[®] Advantages



- ❖ **Solution phase** measurements (Physiologically Relevant)
- ❖ Measurements are made to **unmodified molecules**
- ❖ Data analysis provides **exact solutions** to polynomial equations
- ❖ **Single click** Data Analysis!
- ❖ **Sensitivity + Reproducibility = Accuracy**

Sapidyne Growth Drivers



- ❖ **Skilled labor pool – BS, MS, Phd's in chemistry, biology, microbiology, biochemistry, physics and math**
- ❖ **Significant increase in number of bioscience professors and research at BSU**
- ❖ **State office that breaks down barriers and knows key players in the federal agencies that affect biotech**
- ❖ **Mandate and fund increased math and science curriculum in schools, beginning with junior high**

Idaho Core Competency



- ❖ **Advantages about being in Idaho/Boise**
 - ❖ **Great place to live and raise children**
 - ❖ **Fair housing prices**

- ❖ **Customer attitudes about Idaho**
 - ❖ **Minimal negative impressions**
 - ❖ **Positive ones refer to quality of life**
 - ❖ **International clients connect Idaho with chips, potato and micro**

- ❖ **Yes, if starting all over we would again choose Boise**

Wish List



- ❖ **Consolidate energy and money toward biotechnology research in life sciences and medical diagnostics**
- ❖ **Establish one system for research to ensure cooperation and collaboration at the university level**
- ❖ **Create a biotechnology incubator with a core lab facility**
- ❖ **Mandate and fund increased math and science curriculum in schools, beginning with junior high**

Contact us



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