



Deep Tech Commercialization

# Flexi-Tips

**Team:** Julie Le, Danielle Hight, Rushil Desai, Varsha Jhavar, Ran Jiang, Kehan Li

**Point of Contact:** [rushilndg@berkeley.edu](mailto:rushilndg@berkeley.edu)

# Shortcomings in Pipetting Precision and Accuracy

## Robotic Handling



- Inaccuracy at  $< 1 \mu\text{L}$
- Speed and precisions vary based on tips

## Existing Solution

### Echo

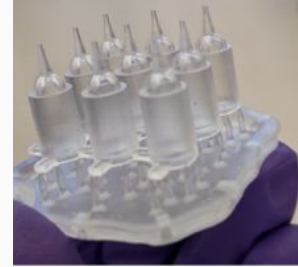
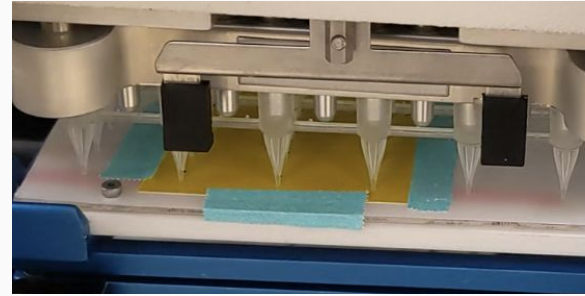


### I.DOT



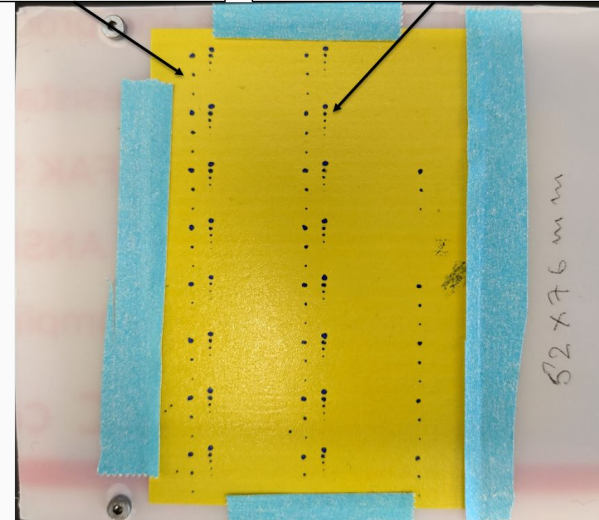
- 12-15 minutes per sample
- 1536 samples total/96 per plate = 16 plates

# What is Flexi-Tips?



3 mm pitch (864 droplets)

1 mm pitch (7776 droplets)



Samples 40 plates  
simultaneously (2.5x more  
samples than current)

# Flexi-Tips

Can handle 100 nl with no  
dead volume, diff volume  
requires diff pipette size

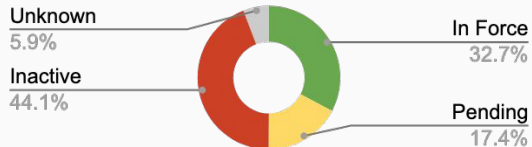
Contact-based deposition

Reduces time to 1.2-1.5  
minutes per sample

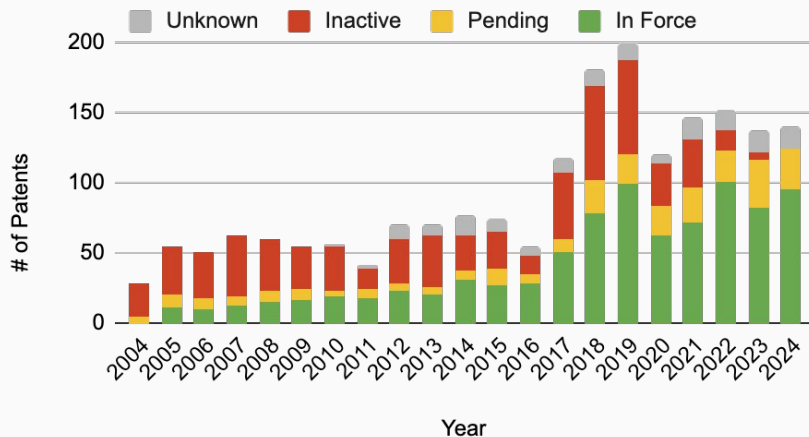
# Well-established Field with Consistent Innovation

## Technology Maturity

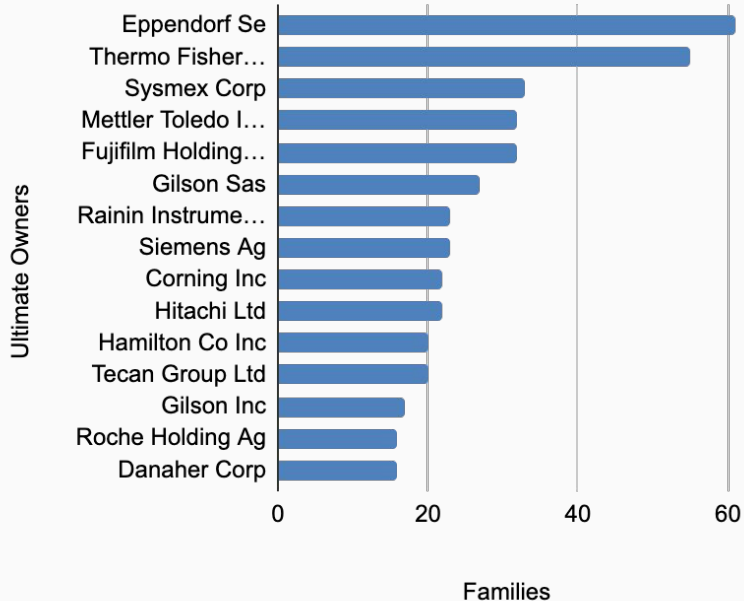
Source: GetFocus



## Patent Trend, 2004 to 2024



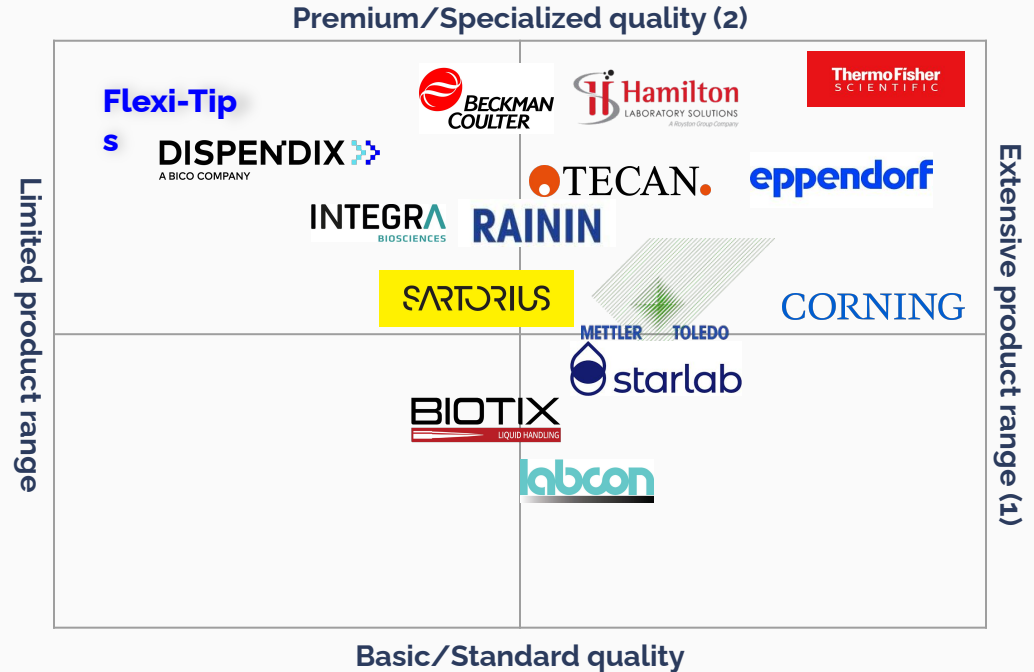
## Ultimate Owners Size



**Our technology is novel - no conflict with existing IP**

# Competitive Pipette Tips Market with Dominant Players

- Incumbents already have extensive product range and premium quality.
- New entrants focus on: novelty in precision and efficiency, sustainability, price, and specialized offerings to meet niche demands.
- **Flexitips is at TRL 5.** Challenge lies in scale up and maintain accuracy/functions in operational environment,



(1) Product range are based on number of product, compatible machine, application area, etc

(2) Quality are based on effectiveness of deposition, dead volume, precision, etc.

# 18 Interviews



# MALDI Mass Spectrometry

## Great Market Potential

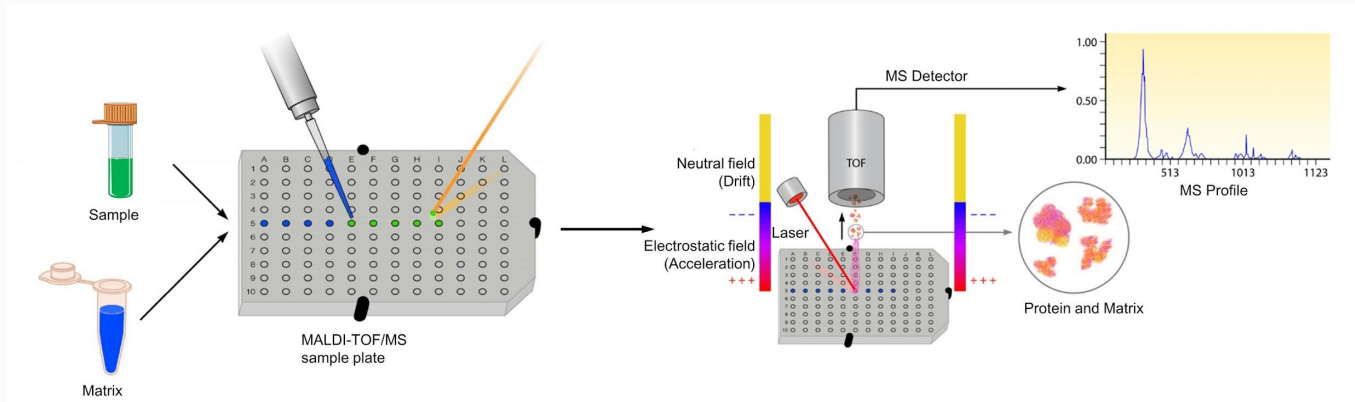
- Widely used in biological and chemical assays

## Uses Robotic Handling

- Liquid transferring
- Adaptable for most robotic liquid handling machines

## High Throughput Screening

- Large numbers of samples needed
- Higher speed is needed to perform faster





# Our Team



Rushil  
Desai

Translational  
Medicine



Danielle  
Hight

Translational  
Medicine



Varsha  
Jhavar

Master of Laws



Ran  
Jiang

Haas MBA



Julie  
Le

Translational  
Medicine



Kehan  
Li

Master of  
Engineering

**Robin Johnston, TCO**  
Email: [rjohnston@lbl.gov](mailto:rjohnston@lbl.gov)  
**KZ Gupta, Inventor**  
Email: [KZGupta@lbl.gov](mailto:KZGupta@lbl.gov)