



NEXT GENERATION DISEASE TESTING

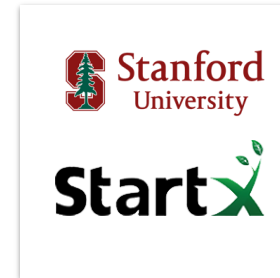
# OUR NON-DILUTIVE FUNDING JOURNEY

January 9<sup>th</sup> 2019

# WHO ARE WE?

## COMPANY **ORIGIN**

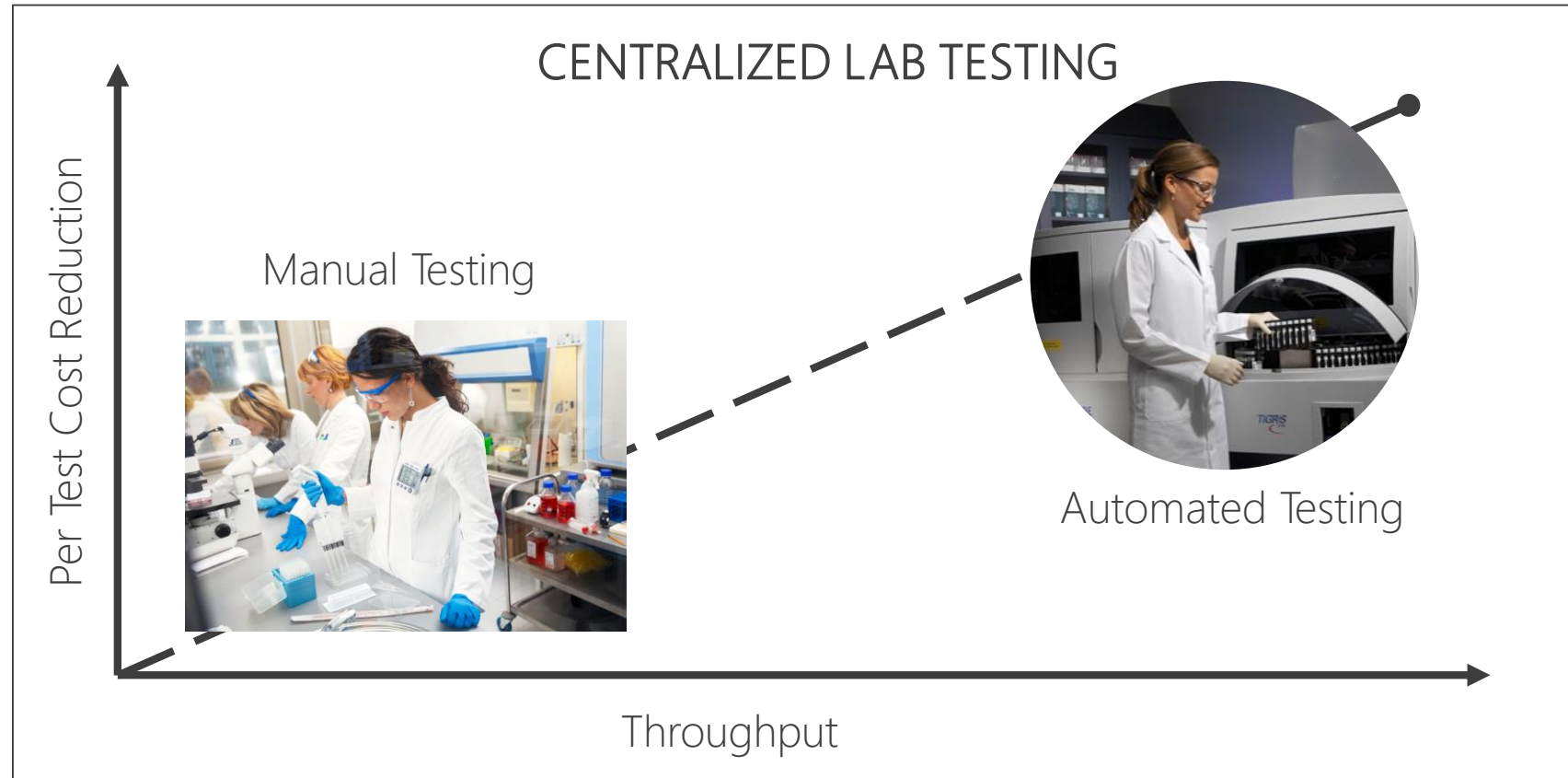
- 2012: 1<sup>st</sup> SBIR Phase 1 NIH Grant Awarded
- 2013: Company Founded. Key IP Generated. Joined UC Berkeley QB3 and StartX Incubators.
- 2014: NIH and NSF Phase 1 Grants Awarded. Seed Financing Round Completed.
- 2015: Series A Financing Round Completed
- 2016: NIH Phase 2 Grants Awarded
- 2017: First Patents Granted. Pilot Clinical Trials Completed
- 2018: BARDA Contract Awarded



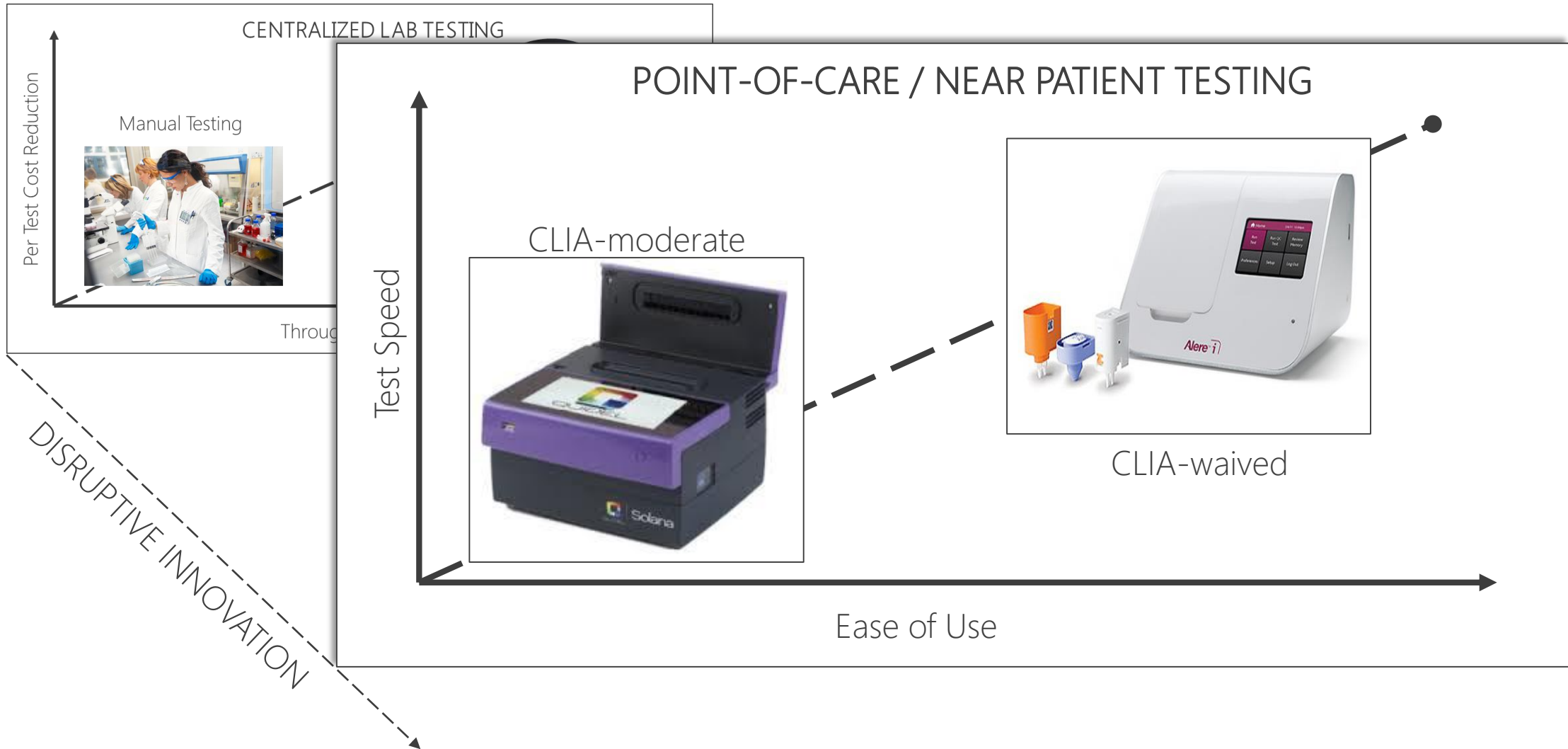
## DIASSESS MISSION

*"Our mission is to break down barriers in access to healthcare. We empower patients to manage their health at their convenience without excessive costs."*

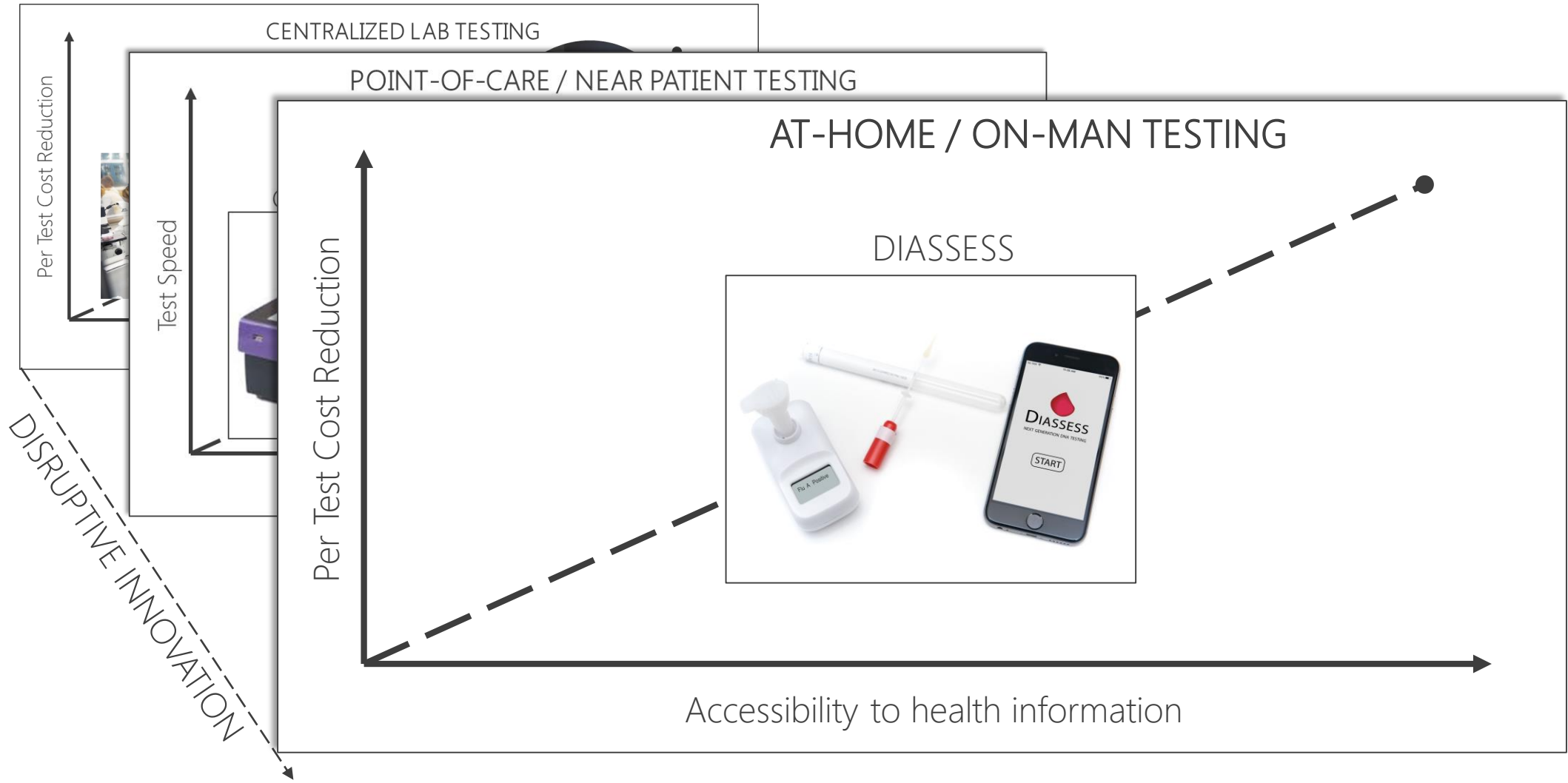
# PARADIGM SHIFTS IN **MOLECULAR DIAGNOSTICS**



# PARADIGM SHIFTS IN **MOLECULAR DIAGNOSTICS**



# PARADIGM SHIFTS IN **MOLECULAR DIAGNOSTICS**





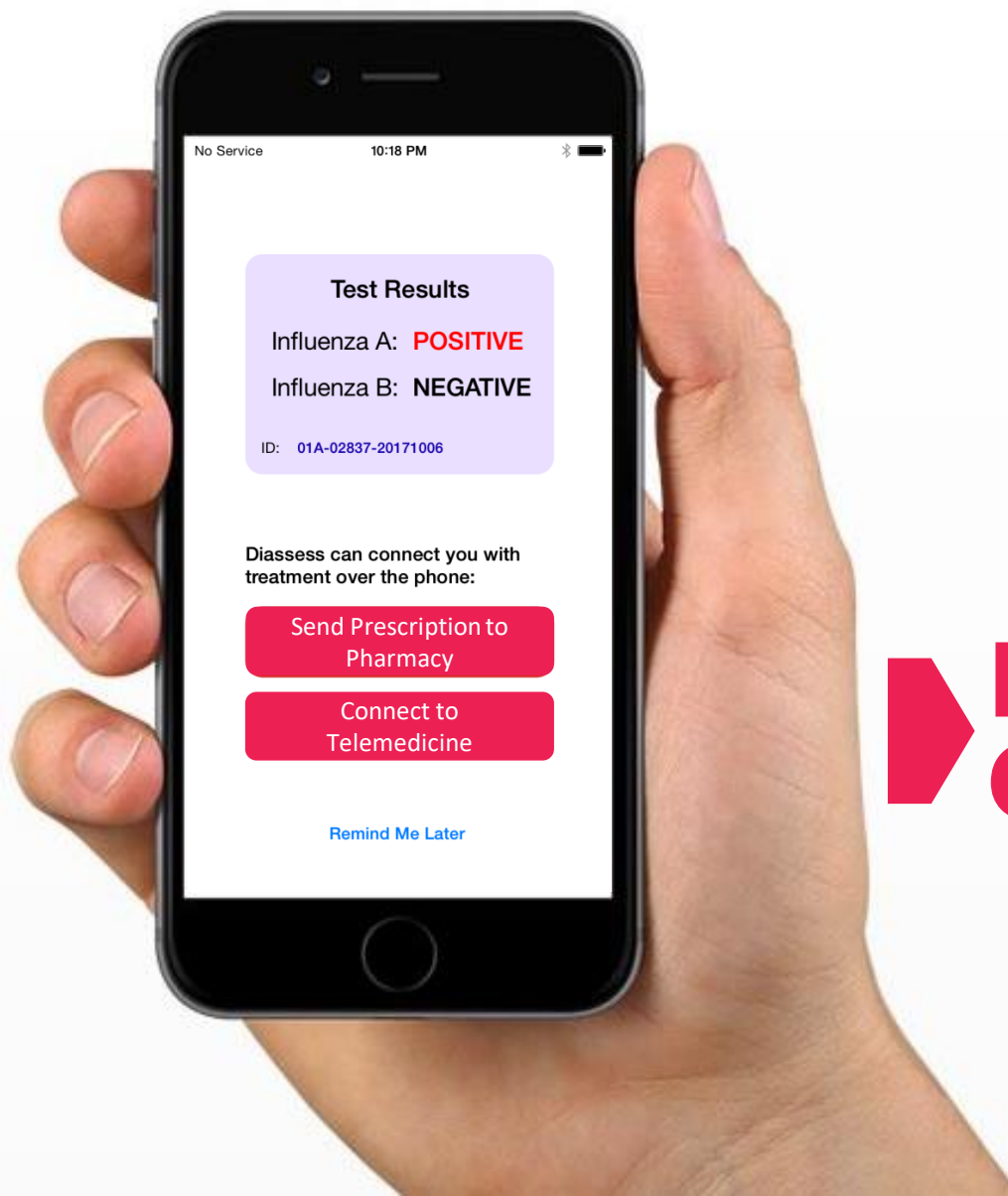
# AT-HOME TESTING AND TREATMENT





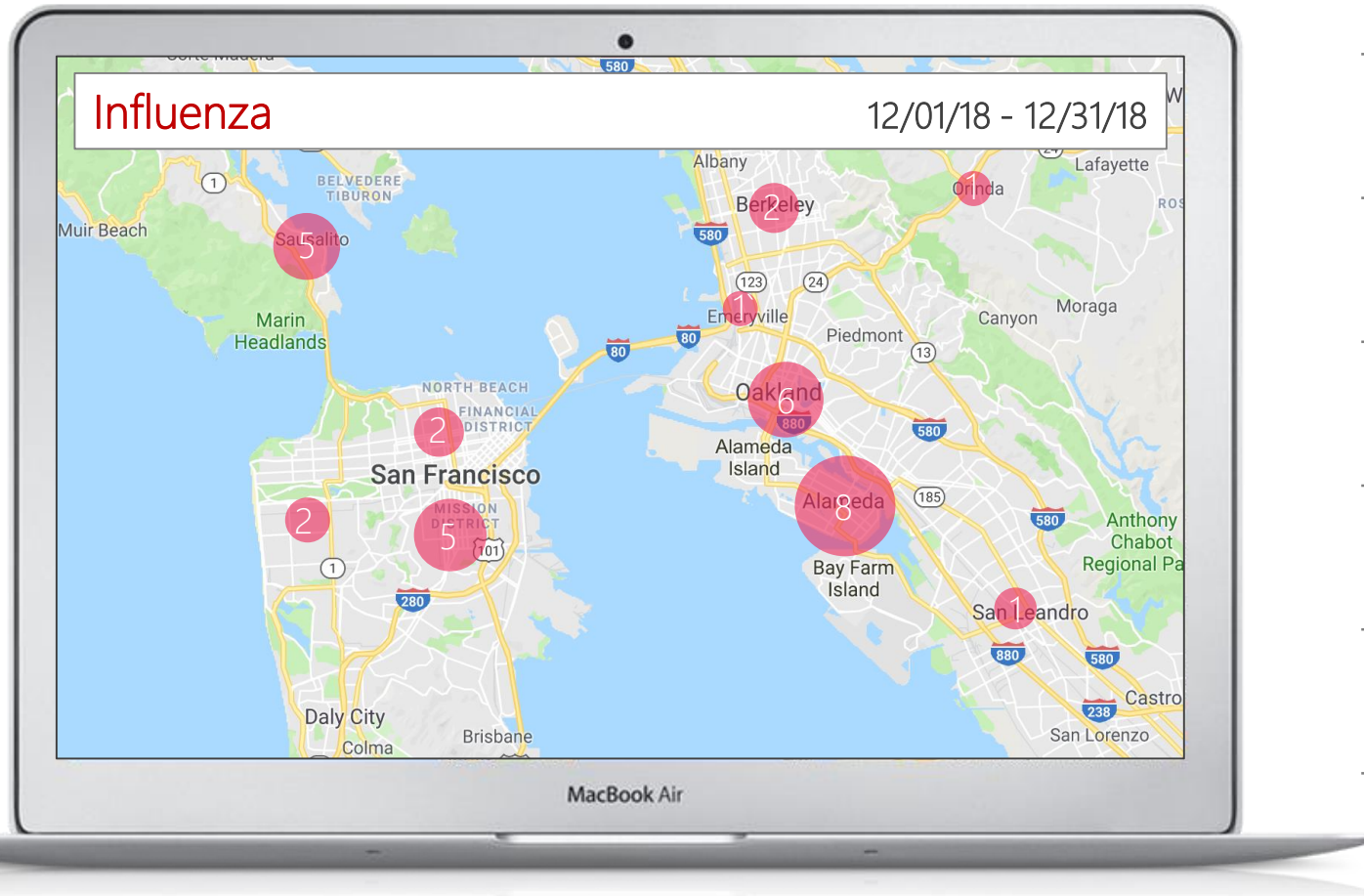
# DIRECT DIGITAL PRESCRIPTION

TEST  
RESULTS IN ➡



➡ PRESCRIPTION  
OUT

# REAL-TIME DATA



Prevalence



Monitoring



Network Effects



Supply Chain

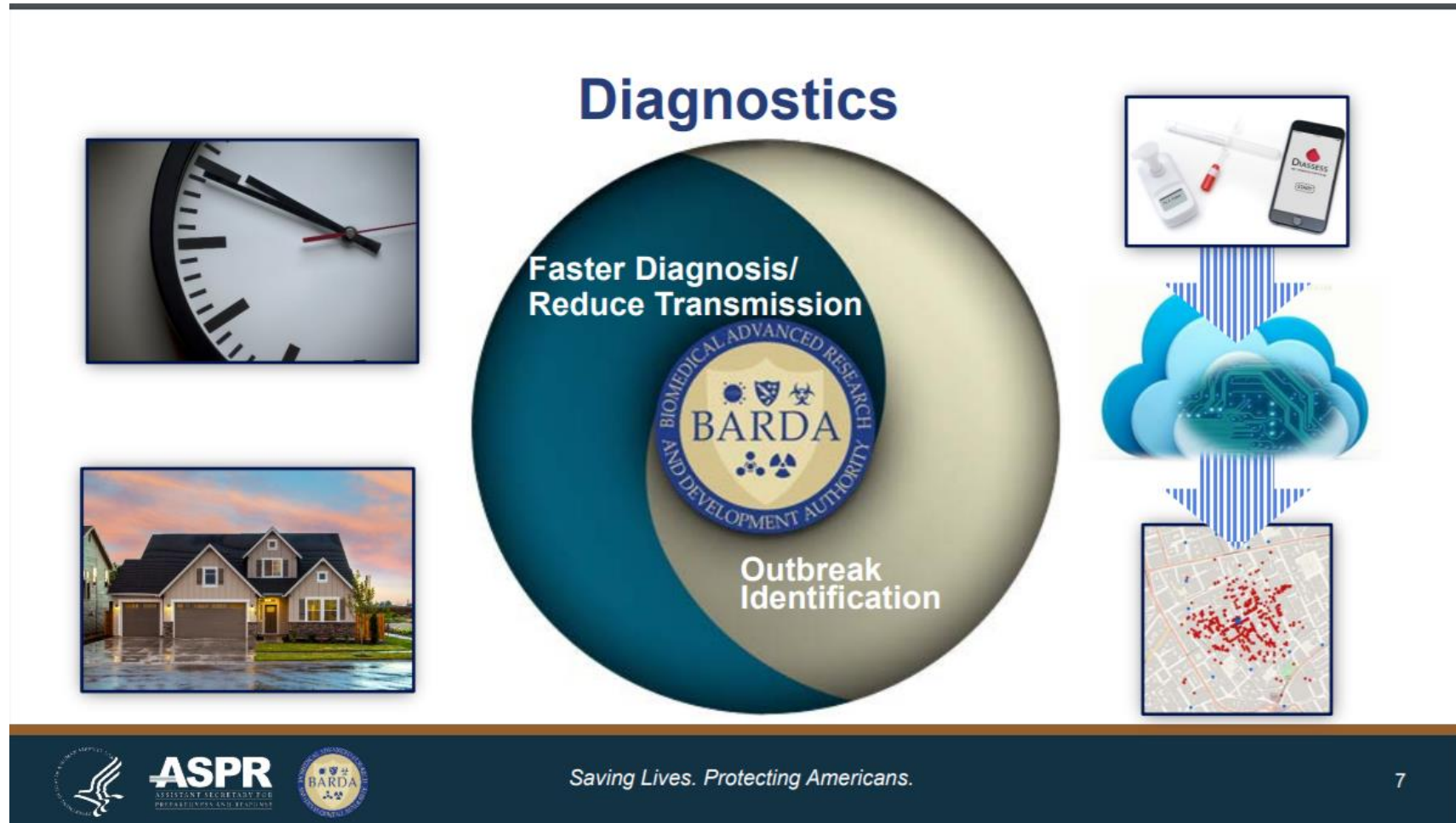


Inform Consumer

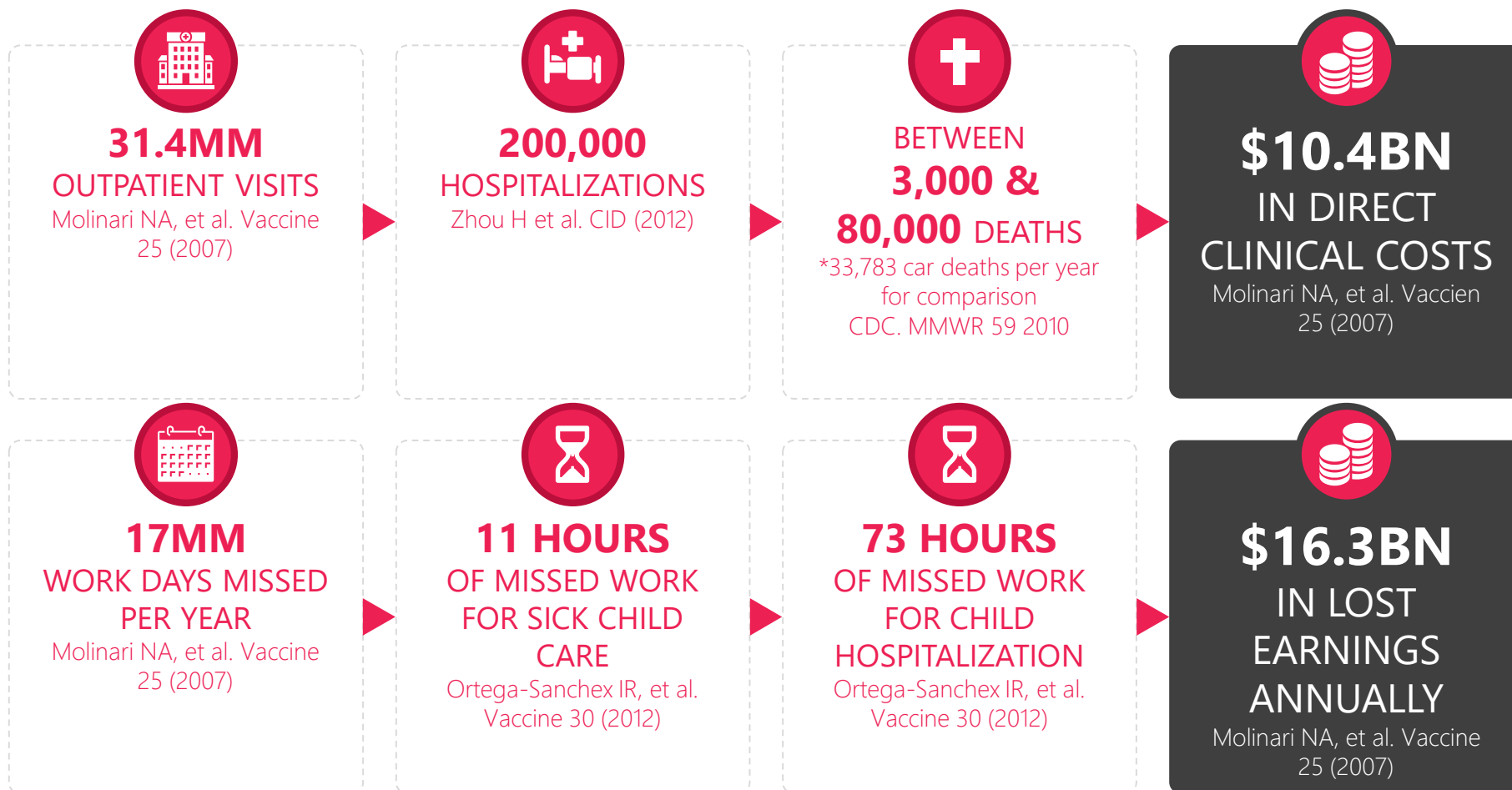


Vaccines & Pharma

# AT-HOME INFLUENZA TESTING



# IMPACT OF FLU ON **OUR ECONOMY EVERY YEAR**



**ONLY 45% of population is vaccinated every year!**

CDC. MMWR 62 2013

# POOR TREATMENT OPTIONS AND **POOR OUTCOMES**

## OUTCOMES



### More Frequent Severe Illness

Visit Doctor Too Late



### Unnecessary Sick Days

Missed Work and Lost Wages



## EXPERIENCE



### Wasted Time

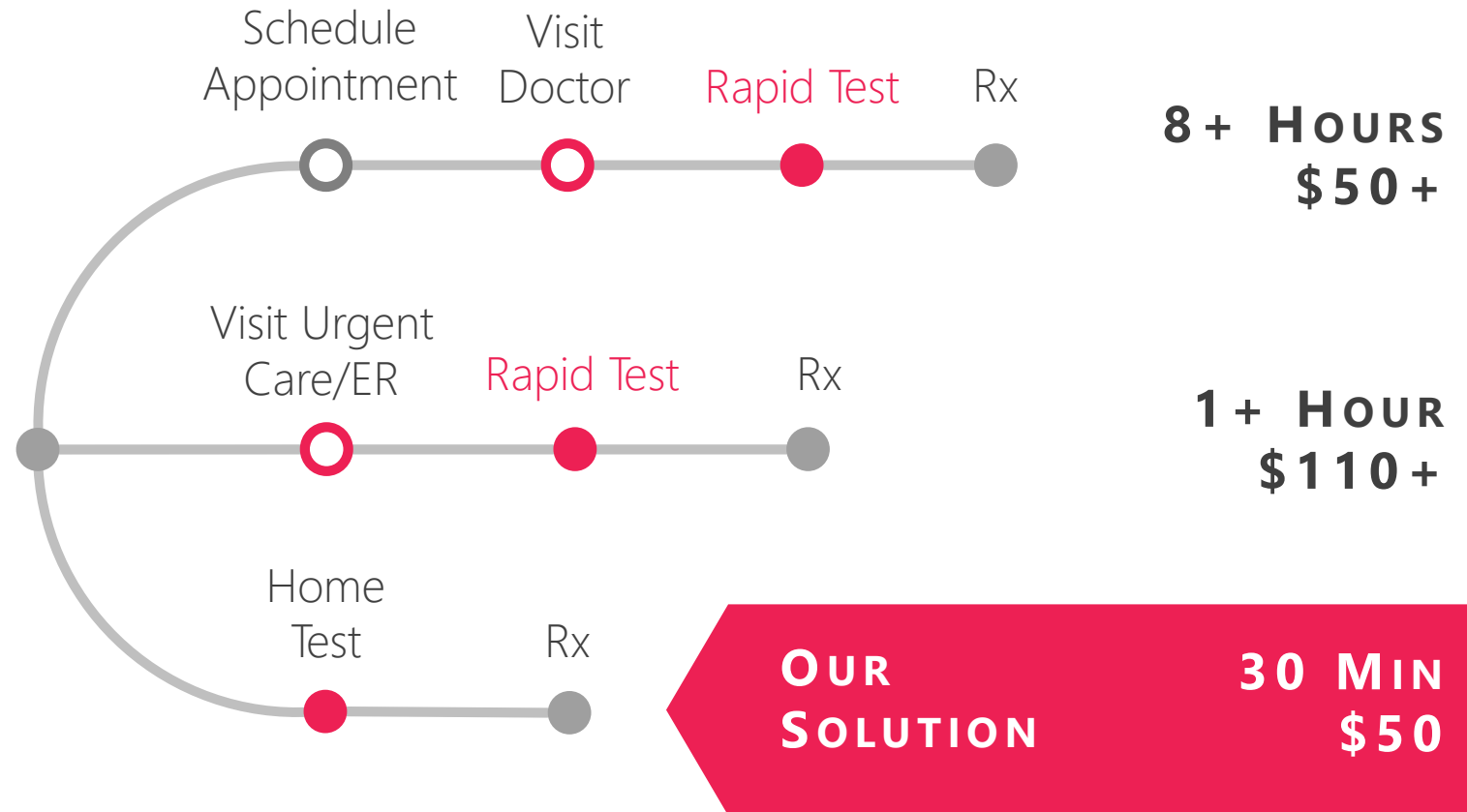
Waiting Hours or Days for Doctor Visit



### Cost Barrier to Entry

\$50 or More per Visit

# HAVING FLU SHOULDN'T BE **COSTLY & TIME CONSUMING**

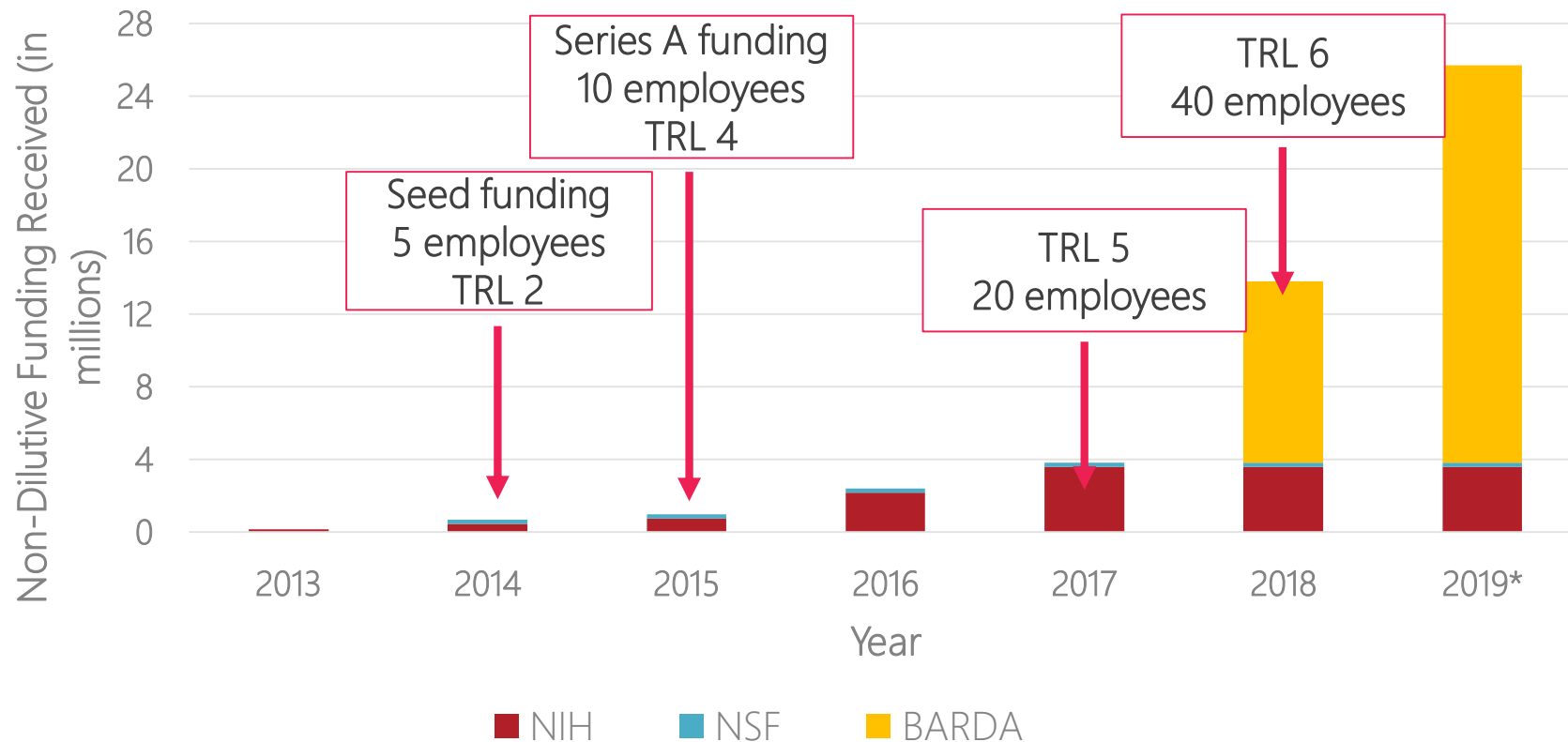


# OUR NON-DILUTIVE FUNDING JOURNEY



# NON-DILUTIVE **FUNDING**

**\$26M IN GRANTS /CONTRACTS**



\* Anticipated

# GRANTS VS. CONTRACTS

	SBIR / STTR GRANTS	CONTRACTS
Purpose	To advance public purpose	To directly benefit the government in performing public duties
Scope of Work	Defined by PI	Defined by agency
Budgets and Cashflow	Flexible funding instrument "Drawdown accounts"	Binding goods / services acquisition agreement "Invoice payments"

# BARDA CONTRACT **TIMELINE**

- Feb 2016 : BARDA Techwatch requested
- March 2016 : BARDA Techwatch
- January 2017: Whitepaper submitted
- May 22<sup>nd</sup> 2017 : Invitation to submit full proposal
- June 1<sup>st</sup> 2017 : FreeMind engagement started
- June 21<sup>st</sup> 2017 : Full Proposal submitted
- Nov 2017 : Proposal updates submitted
- Dec 2017 : Contract negotiations started
- April 2018 : BARDA site visit
- July 2018 : Final contract executed

## LESSONS **LEARNED**

- Persistence
- Listen to feedback
- Know the agency
- Identify partners
- Clear “Go-to-market” strategy
- Budget adequately
- Identify resource needs as an organization to execute

## LESSONS **LEARNED** (BARDA CONTRACT)

- Cost sharing
- Scope of negotiations post technical review
- Support provided by BARDA (staff and SMEs)
- Expanded in-house operational needs
  - Program Management
  - Data Management
  - Invoicing
- Need for working capital







# NEXT GENERATION **DISEASE** TESTING

CONTACT: [info@diassess.com](mailto:info@diassess.com)