



MICROSONIC SYSTEMS™

Microsonic Systems, Inc.

Company/Product Description: Microsonic Systems has developed the Microprocessor for Life Sciences™ that will help enable personalized medicine. Building on the success of its award-winning first product, HENDRIX SM100, for the Drug Discovery market, the Company's second product category addresses a key bottleneck in DNA Sequencing.

Problem: The first step in sequencing DNA is shearing the DNA, or cutting the sample into fragments of the length required for sequencing. New technologies are significantly speeding up the sequencing process and processing up to 96 samples at a time. Many scientists are stuck shearing DNA one sample at a time with yields of usable sheared lengths equal to 20 percent of the starting sample. The low rate of sample preparation reduces the utilization rate of other expensive equipment which limits DNA sequencing to research use and too expensive for use in the clinic.

Solution: Our Microprocessor for Life Sciences can be arrayed to shear as many as 96 samples at a time and can dynamically apply bulk acoustic energy to provide an approximately 2.5 times improvement in usable sheared lengths. Our first product will process 4 times the number of samples as the market leader and likely principal competitor for the same price. So our solution will be at least 10 times faster.

Business Model/Target Customers: We are currently pre-selling beta instruments to industry leaders to provide them with the first opportunity to use the technology and to provide guidance on further refining its development. Upon product release, we will target the largest genome centers, who would be most likely to purchase several instruments and then move quickly through to the smaller potential customers. As the throughput requirements increase, we will take advantage of our unique ability to array the Microprocessor for Life Sciences to process more and more samples at a time.

Customer Opportunity: Customers will have better data, faster, at a more cost effective price.

Management Team:

- Peter V. Leigh, chief executive officer
- Vibhu Vivek, president and chief technical officer, founder
- Steven Horwitz, chief operating and financial officer, founder
- Bruce Jamieson, Sr. VP sales and marketing

Funding Request: Microsonic Systems is seeking approximately \$3 million in order to complete the single effector module that is the basis for the Microprocessor for Life Sciences and complete the development of its first DNA shearing instrument.



PETER V. LEIGH

*Investors: Founders
Year Founded: 2005*

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In Attendance:

Revenue Forecast:

Year 1:	\$ 3M
Year 2:	\$ 10M
Year 3:	\$ 24M
Year 4:	\$ 66M
Year 5:	\$ 102M