



Sandia BioTech, Inc.

Company Overview: Sandia Biotech, Inc. is a biotechnology company that is developing a product line based on a Split Green Fluorescent Protein (sGFP) technology licensed from Los Alamos National Laboratory. The technology is used in protein and peptide analysis for medical, drug development and biotech industries.

Problem: Immunoassays and similar technologies currently used in the analysis of proteins and peptides are expensive and time-consuming, and do not provide important information related to structural and biological function. These methodologies often encounter background and size limitations resulting in ambiguous results and costly delays in product development.

Solution: Sandia Biotech's sGFP technology is an innovative, cost-effective tool for the detection and quantification of peptides, proteins and other molecules. Advantages of this technology include simplicity and increased specificity with a concomitant reduction in false positives, development cost, analyst time and reagent cost. This technology is capable of providing information on protein folding and aggregation resulting in cost savings.

Business Model: Sandia Biotech currently sells product to institutions and research laboratories world-wide. It is entering the marketplace through an alliance with a major peptide manufacturer and will enter the proteomic market once funding is secured.

Market Opportunity: Sandia Biotech's products are analytical tools designed to be purchased and utilized by a range of institutional and commercial entities that are producing or developing peptide and protein technologies. The markets are estimated to be \$3 billion annually. Sandia Biotech technology will become the preferred analytical method replacing the techniques used today.

Competitive Advantage: Sandia Biotech's sGFP technology is a simple, accurate and versatile platform that can be used in cost saving, single-step analyses. Proteins and peptides can be analyzed with existing instrumentation. Drug developers will find value in the use of the sGFP product line, particularly in the reduction of reagent and labor costs.

Management Team: Tony Nakhla, Ph.D., brings a diverse industrial background in peptide therapeutics, novel drug and vaccine development and sterile parenteral manufacturing. Tony Pino, M.A., is in charge of business operations and business development and has established three other successful businesses. Adrian Rubio, M.S., with the company since the inception, has 15 years of biotech experience in laboratory operations and product development.

Funding Request: Sandia Biotech, Inc is seeking \$2.5 million to launch its products.



TONY NAKHLA

Year Founded: 2004
Employees: 3

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In Attendance:
*Dr. Tony Nakhla
Tony Pino
Adrian Rubio
Jerry Landgraf*

Revenue Forecast:

2011:	\$ 0.4M
2012:	\$ 2.6M
2013:	\$ 9.4M
2014:	\$ 16.6M
2015:	\$ 24.4M