

MIT Biotech Startup in Stealth Mode

About Us

- **Vision:** Enabling a global and sustainable bio-economy powered by real-time data for biological processes.
- **tl;dr:** We are an MIT spinout that developed a novel and proprietary biotechnology platform capable of measuring specific biomolecules in real-time.
- **Co-Founders:**
Science: [Swathi Manda](#) (Ph.D. at MIT; Alumnae Texas A&M and IIT Jodhpur)
Business: [Zeno Fox](#) (Research at MIT and CDL-Oxford; Alumnus of CDTM and TUM)
Advisor: [Ashwin Gopinath](#) (Assistant Prof. at MIT; co-founded 3 startups)



Your Project Study

Start date: As soon as possible

Duration: 3-4 months full-time.

Team: 2-5 TUM students

Description: We successfully developed a patented biosensing platform at MIT (partly published in [Nature](#)) and are exploring the best applications. Given the vast capabilities of our platform, you will support us in identifying the best target markets, customers, and applications. We have some directions in mind but are also open to your suggestions.

Track 1: Biomanufacturing (Pharmaceutical, Industrial)

Biomanufacturing is necessary to manufacture life-saving therapeutics and sustainable food, materials, and fuels, and enable a bio-economy. You will explore how our platform can be used to enable better biomanufacturing by continuously monitoring biological production processes.

Track 2: Environment, Agriculture & Biosecurity

Environmental protection, sustainable agriculture, and biosecurity (preventing harmful organisms from spreading) all require monitoring. You will explore how our platform can serve the agricultural industry (e.g., hydroponics, fish farms), governments (e.g., public health, environment, biosecurity, defense), and more.

On both tracks, you will have **ownership of activities** in the following areas:

1. Define, explore, and map potential **markets**
2. Identify potential **customers** and important stakeholders within each market
3. Engage customers to understand and map their **priorities, processes, needs, and pains** in detail
4. Capture critical assumptions and validate your insights through a **data-driven, hypothesis-based approach**
5. Create potential **value propositions** based on our technology for different customers and markets

To succeed in these activities, you will need to (1) adopt a data-driven, first-principles approach, (2) get your hands dirty, (3) find creative ways to collect data, and (4) [get out of the building to talk with people](#).

Why Join Us?

- **Mission:** We strive to enable a sustainable and global bio-economy by building the biosensing decacorn that enables it. This is your opportunity to make a critical contribution to that mission.
- **Learning:** You will experience a fast-paced startup environment with rapid learning cycles and, in case of strong performance, join us for conversations with our advisors and mentors from the US and Europe.
- **Network:** Get access to our network, which includes educational institutions like CDTM, MIT, and Oxford, as well as founders, VCs, other players in the European and US startup ecosystems, and tier 1 consultancies.
- **Culture:** We are an ambitious and mission-driven team of first-principles thinkers with a deep appreciation for science and industry. We take ownership, are hands-on with a bias to action, improve daily, and communicate clearly and openly. We fully trust our team because we choose them very carefully.

Application

Please send an email to zenofox@mit.edu, including (1) the CV of each team member, (2) your ideal start date, and (3) a list of skills for each team member, with two ratings between 1 and 10 per skill describing: (a) your skill level and (b) how much you would like to focus on contributing with that particular skill. We do not need any cover letters.