

E4S

THE GRAVINA CASE

Reality check beyond the comfortable walls of my own laboratory



Extremely small (0.1 mm)



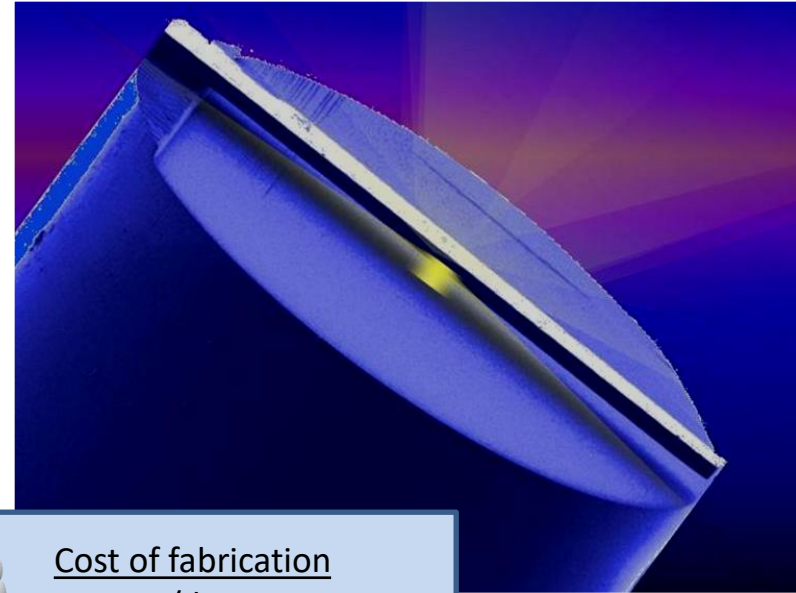
Easy to use



Adapt for harsh environments



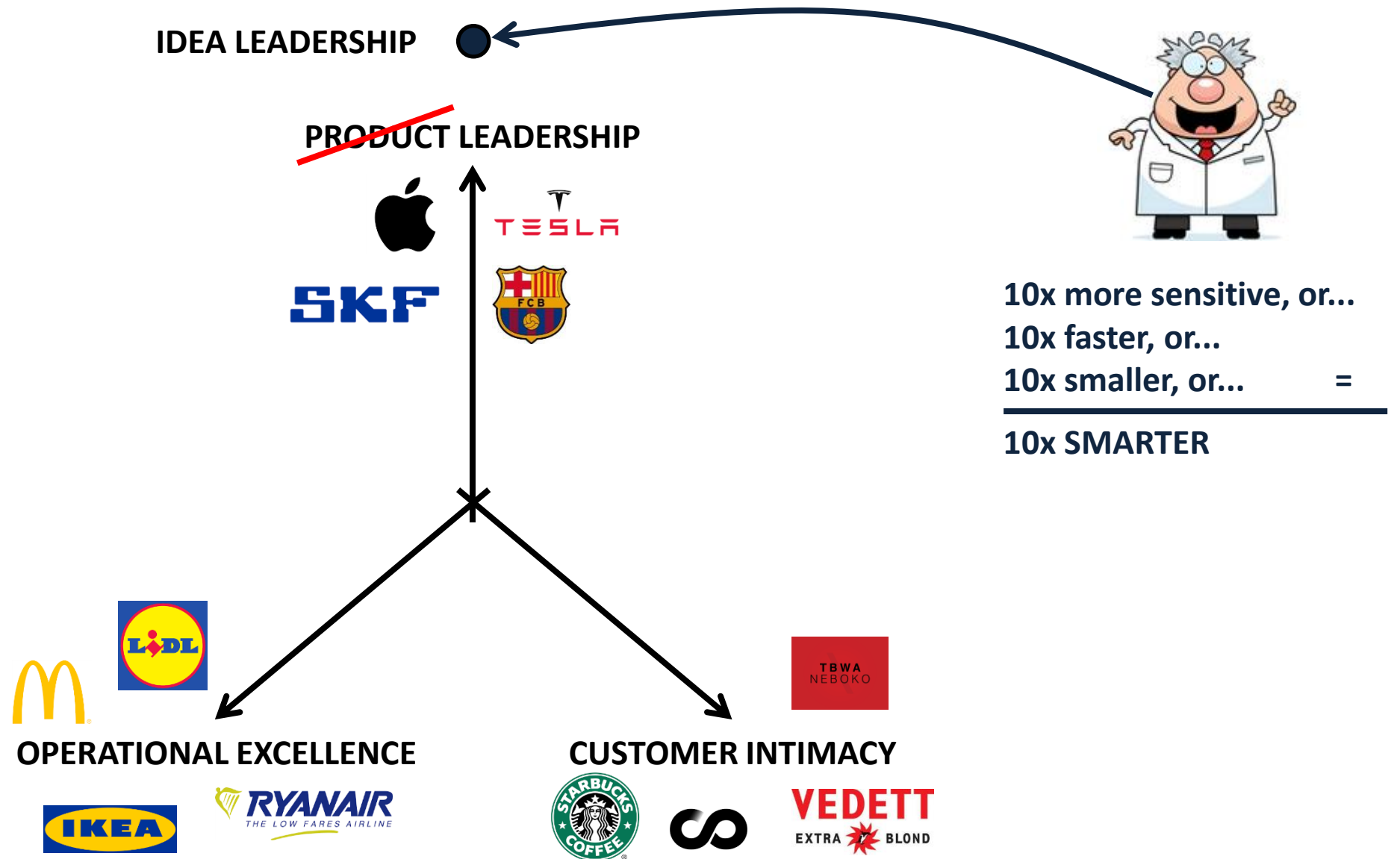
Adapt for remote sensing



Cost of fabrication
1,000 €/device, more
than one day of work!

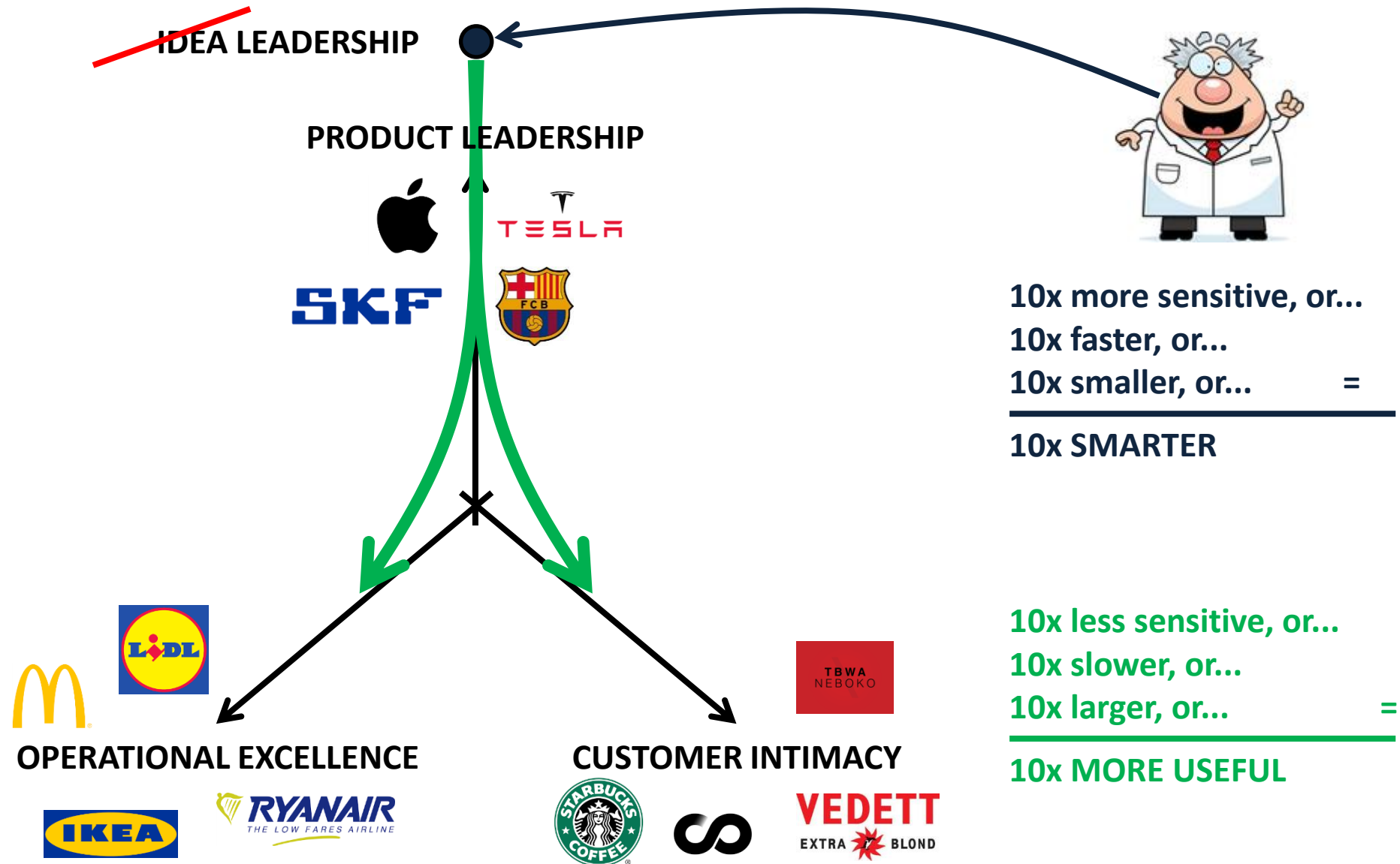
What was I thinking?

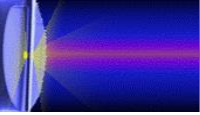
Treacy-Wiersema value discipline model versus academic scientists



M. Treacy and F. Wiersema (1993), *Harvard Business Review*, Jan-Feb Issue

Treacy-Wiersema value discipline model versus academic scientists





Extremely small (~~0.1 mm~~)

3 mm



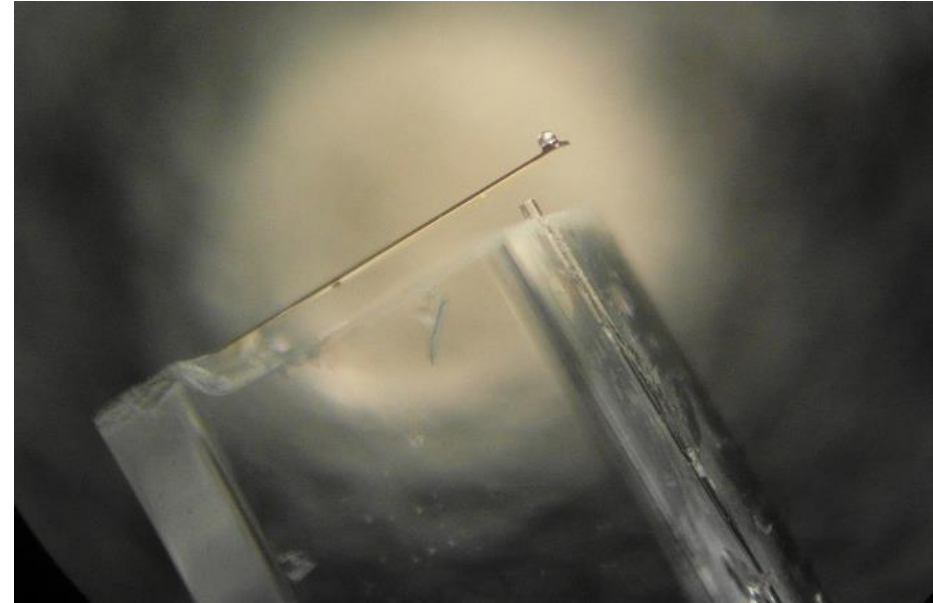
Easy to use



Adapt for harsh environments



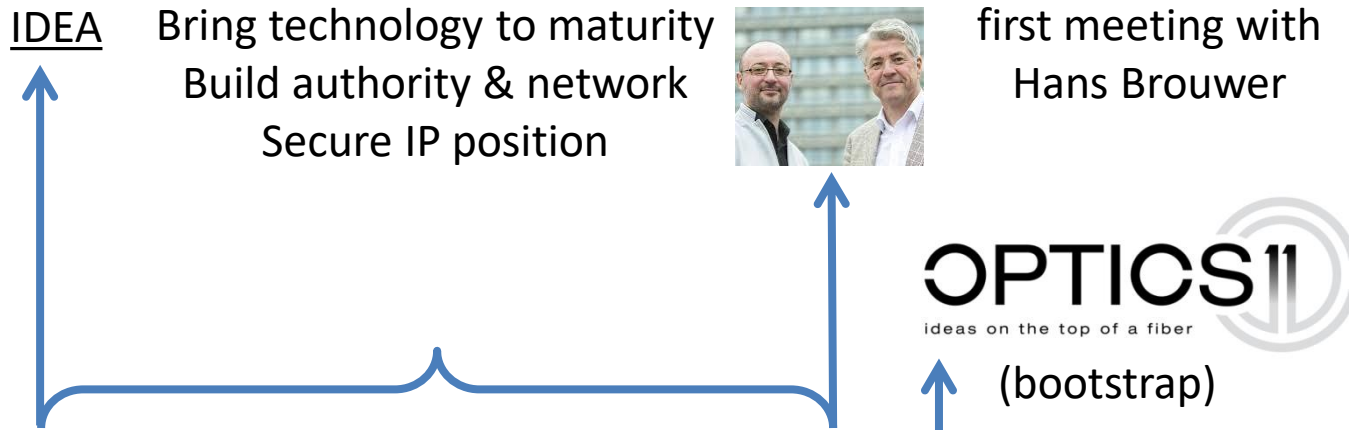
Adapt for remote sensing



ATOMIC FORCE MICROSCOPY

ALL OPTICAL SENSING

TECHNOLOGY TRANSFER



≈ 20 people, 2 lines of products. Sales in more than
10 different countries across the globe
(Europe, UK, USA, Canada, Israel, and China)
More than 2000 probes sold worldwide



First round of VC investment

