

Automatic Lab

Lab robots that learn in a real, working lab.

€400,000 for 15%

PROBLEM

Small and mid-sized labs still work by hand: opening vials, dosing, weighing, documenting. Full automation lines are too big and too expensive for most of them. Our pilot lab Nano-Test currently ships its analyses to Turkey.

SOLUTION

We lease off-the-shelf robot arms with our own control and orchestration as one package. Lab staff demonstrate tasks in VR instead of programming every move. When the robot is unsure, a person takes over, and every takeover becomes training data.

€3,500

per month, 12-month pilot lease at Nano-Test from month 4

€5,000

per robot per month for external labs, software included

≈ 20 months

payback per unit (hardware and integration ≈ €70,000)

MARKET

Global lab robotics grows from \$3.2B (2026) to \$4.6B (2030), +9.6% a year. Our gap: existing labs where a full automation line does not pay off.

Sources: The Business Research Company; MarketsandMarkets.

COMPETITION

Pipetting robots (Tecan, Hamilton, Opentrons), robot makers (ABB, KUKA, Universal Robots) and orchestration (Biosero, Automata) each solve part of the problem. We combine any vendor's arm, VR teaching and leasing as one package for small labs.

FINANCING, 18 MONTHS

SOURCE	AMOUNT	REQUIREMENT	AMOUNT
Pre-seed equity (5 × €80,000)	€400,000	Budget 18 months	€605,000
NRW.SeedCon convertible loan	€200,000	15% buffer	€91,000
Nano-Test pilot lease	€42,000	Total requirement	€696,000
Total	€642,000	Remaining gap	€54,000

Pre-money €2.27M. Investors receive a liquidation preference. Equity and loan are not yet committed.

MILESTONES

Month 4: robot running at Nano-Test · Months 4–9: VR teaching in daily work, time per sample measured · Months 10–15: stable process, talks with more labs · Months 16–18: first external lease customer, the gate for the seed round.

TEAM



Miguel Marquez Gonzales

Co-founder · software and VR



Martin Sokolowski

Co-founder · software, KI Maschine



Mete Yünezer

Co-founder · lab, MD of Nano-Test



Rolf Fellmann

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