



GUIDEWIREGROUP
SCORE CARD

Orbis Biosciences

19	Business Viability 8 3/3/2	Execution on Business & Product 5 3/2	Team 3	Business model 3	Funding		
<p>SUMMARY: Orbis Biosciences has developed a manufacturing process that enables product companies in pharmaceutical, food, consumer goods, and chemicals to control the size and structure of particles for controlled release. This process is applicable to a range of products from extended time-release medications to longer-lasting chewing gum. The process can be integrated into existing fabrication processes and will enable manufacturers to create new products from existing formulations.</p> <p>Orbis Biosciences was formed around the principal inventors of this process and had proved the concept in a line of veterinary pharmaceuticals. The company estimates the potential market for controlled release products in the pharmaceutical, animal health, food, personal care, agrochemicals can exceed \$35 billion.</p>							
<p>GUIDEWIRE GROUP OPINION: The company has proven its technology and is in early conversations with potential first customers. The company has demonstrated significant flexibility in the manner in which they partner and sell to potential customers. In some instances, they are design partner, helping clients best implement the production capability. They can be manufacturing partner or sell manufacturing equipment outright. This flexibility is key in its early days, enabling the company to drive to revenue more quickly by collecting milestone payments on proof of concept exercises.</p> <p>We suspect, though, that in order for the company to grow and scale rapidly in the long run, Orbis Biosciences will need to identify a primary selling model that enables them to significantly reduce what is now a 6 month or longer sales cycle.</p> <p>In these early days, however, the company is well poised to learn quickly what customers want, how they will buy, and how they will leverage this compelling manufacturing process.</p>							
<p>COMPANY INFORMATION:</p> <table style="width: 100%; border: none;"> <tr> <td style="width: 50%; border: none;"> Orbis Biosciences 3800 Cambridge Street Kansas City, Kansas 66160 816.223.2662 http://orbisbio.com/ </td> <td style="width: 50%; border: none;"> Bo Fishback, Founder & CEO Maria Stecklein Flynn , VP Business Development Cory Berkland, PhD, Founder & Advisor </td> </tr> </table>						Orbis Biosciences 3800 Cambridge Street Kansas City, Kansas 66160 816.223.2662 http://orbisbio.com/	Bo Fishback, Founder & CEO Maria Stecklein Flynn , VP Business Development Cory Berkland, PhD, Founder & Advisor
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