



START-UP BOOK

Cohort Innovation Day

October 3rd 2018

Station F - Paris

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LYONBIOPOLE
Auvergne - Rhône - Alpes

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Special thanks to :

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AD SCIENTIAM

Creation date: 2013

Headquarters: PARIS

Number of employees: 25

Turnover 2017: N/A

>> Company description

Founded in 2013 and incubated at the Brain & Spine Institute (la Pitié-Salpêtrière Hospital, Paris), Ad Scientiam develops innovative digital solutions for patient monitoring in real life. Building on the growing possibilities offered by smartphones, Ad Scientiam creates new clinically-validated medical standards, in a collaborative ecosystem of patients, doctors and researchers.

>> Know-how and technology

ADS' solutions are built around self-assessment tests (cognition, dexterity, ambulation, vision...) leveraging smartphone sensors (voice recognition, GPS, touchscreen...), proprietary algorithms and machine learning approach to produce scores on patient's symptomatology evolution.

Digital questionnaires are used to collect additional information on user profile, symptoms, quality of life, impact of the disease on daily life... Data is collected in real-time, in real-life, on a secured cloud architecture, compliant with HIPAA and GDPR standards.

The clinical relevance of each solution is demonstrated in clinical studies against existing clinical standards. A Scientific Board of disease specialists and patient advocacy groups are involved at each step of the development process.

>> Product pipeline

MSCopilot® is Ad Scientiam's first solution CE marked as a Class 1 medical device, dedicated to the monitoring of patients with multiple sclerosis.

Ad Scientiam has an active pipeline of new solutions mainly in neuropsychiatry (Alzheimer's Disease, Parkinson's Disease, Depression...) and inflammatory disorders (asthma, rheumatoid arthritis, atopic dermatitis...).

>> Partnership opportunities

Ad Scientiam's development is built around long-term partnership with academics and industrials to accelerate the development, clinical validation and distribution of our solutions.

We follow a phased approach, with clear Go/No Go between each phase, to de-risk the project for all stakeholders, while offering immediate visibility with physicians & patients.

Saad ZINAÏ

Chief Medical Officer



>> **Current role and responsibilities in the company**

As Chief Medical Officer, Saad defines the Scientific Roadmap of the company and its R&D pipeline. Saad oversees the medical content and the clinical validation approach for each new solution, defined with the support of disease specialists and patient advocacy groups.

>> **Training and background**

Saad has a MD and is a graduate of the ESCP Europe Business School.

After a clinical experience in radiology (Charles-Foix, Pierre et Marie Curie University), he spent 25 years in 2 major pharma groups (Sanofi-Aventis and Recordati) where he held marketing, medical and commercial positions.

Appointed France medical-marketing director at Recordati in 2000, he set up the addiction business unit and launched several successful products (Hypertension, Migraine, Allergy, Urology, OTC and generics.)

>> **Areas of research**

Neuropsychiatry (Alzheimer's Disease, Parkinson's Disease, Depression...) and inflammatory disorders (asthma, rheumatoid arthritis, atopic dermatitis...)

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BIO SERENITY

Creation date: 2014

Headquarters: Paris

Turnover 2017: N/A

>> Company description

BioSerenity is a company specialized in developing mobile neurology, cardio, uro and sleep disorder diagnostic devices. The product line includes two certified devices with CE and FDA approvals Neuronaute and Cardioskin and three other programs under development. The basic feature are designed to simplify use case by leveraging smart clothing to allow device patient self-fit and a comprehensive cloud and software support platform to enable monitoring and diagnosis of pathologies like epilepsy, heart failure and OAB.

Developed by their team of MD, Pharmacist, Scientists and engineers in cooperation with KOL in the targeted pathology, the solutions are design to enable frequent and long measures to become possible as well as enabling leverage of the telemedicine principles for care and clinical tests. The solutions can be used as telemetry for inpatient and e-health for outpatient.

The company operate a self-owned managed care unit that is now providing services to 80 hospitals with a very fast growth potential for 2019 and 2020. The unit is specialized in EEG and Polysomnography units local and remote operation.

BioSerenity just won the worldwide innovation contest 2030. Founded in January 2014, the company is located within the Brain and Spine Institute incubators in Paris. With offices in Lyon and Troyes, China and USA. The company teams reaching more than 120 employees and over 70 hired in 2019 budget. The company is in early deployment with Pharma customers with target to provide operation support in over 60 countries within 2 years for Pharma operated programs.

>> Know-how and technology

The company operate 8 teams of 10 to 15 people in R&D that deliver integrated solutions designed for pathologies specifically that all have in common that they bring measuring physical parameters at the best level of cost and performance while attaching the device to the person.

This is achieved by working with sensors and sensors fusion technics, by reducing the device to its most elegant and simple form and by pushing the complexity in the software operated from Cloud platforms.

The company co-works openly with many labs leveraging the European public R&D. Bioserenity is organized and operate within hospital boundaries with ISO 13485 certifications and with Medical data certified platforms at the level of eCRF, ePRO for all the Data science.

The Managed care operation is currently leveraging 45 healthcare professionals and has been able to help 15000 patients in the last 2 years. It is currently scaling to triple its reach within 2019.

>> Product pipeline

BIOSERENITY: Product line up

Segment : Dispositifs médicaux



NEURONAUTE™

Neurology

Status commercialization
Partner UCB



Cardioskin™

Cardiology

Status commercialization
Partner Servier



SOMNONAUTE™

Sleep disorders

Status development
Partner Air Liquide - Respimed



TOCONAUTE™

Pregnancy

Status development
Partner Innothera



URONAUTE™

Urology

Status development
Partner Pierre Fabre



Solution to simplify diagnosis, monitoring and help drive care plan for Patient that need long term or repeated measurement.

Cloud platform enabling interconnection of patient wearables in context of care time lines and Clinical time lines with ability to leverage hierarchy of Algorithm and AI based software to help with the goals of high quality, safe management of unstable or potential at risk patients.

>> Partnership opportunities

BioSerenity offers disease specific full-stack solutions to speed up diagnosis, monitoring and facilitate the follow-up and help calibrate treatments. The company current implementations focuses on 4 main medical areas: Neurology, Cardiovascular diseases, Urology, maternity and Sleep disorders. BioSerenity has successfully deployed a collaborative business model with the pharmaceutical industry through partnerships that rely on the creation of a complete technological solution (hardware device, smartphone app, medical cloud, and an automatic analysis of data by Artificial Intelligence). Each partnership is centered around a disease area in which the pharmaceutical company is specialized.

Marc Frouin

Chief Operating Officer



Current role and responsibilities in the company

Lead the European Operation including all R&D

Training and background

Master of Science with major in Embedded Systems.

Past experience in Start-up and innovation with 4 start up as in the founding team that are now integrated in HP, Nuance and Dassault Systemes.

Areas of research

Leverage of Digital in advanced medical use cases

Contact (email/phone number)

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**CODOC**

Creation date: Nov. 2017

Headquarters: Paris

>> Company description

codoc aims at making healthcare data accessible in a click to caregivers and researchers in hospitals. To achieve this, we integrate Dr Warehouse© document-oriented data warehouses in hospitals information systems.

>> Know-how and technology

Existing data warehouses usually focus on coded and structured data such as biology results or extracted phenotypes. However, 81% of clinical information is found in free text inside clinical reports (Escudié JB et al.).

codoc makes patient screening 10 times faster and more accurate by bridging this gap.

We provide a document-oriented data warehouse to hospitals that enables clinicians to make natural language queries on information located in clinical reports as well as structured data. Research teams can then intuitively visualize and collaborate with the resulting data.

This innovation is powered by codoc's custom natural language processing ran during data integration in the data warehouse.

>> Product pipeline

N.C

>> Partnership opportunities

Looking forward to partnering with research projects with a strong incentive for having instant and exhaustive access to patient's data in a hospital. Purpose could be: patient screening, automated phenotyping, practices analysis ...

Nicolas GARCELON

Chief Scientific Officer



>> Current role and responsibilities in the company

Chief Scientific Officer

>> Training and background

A 15 years' experience building data driven tools in hospitals.

Since 2012, head of the data science platform at Imagine Institute of Genetic Diseases.

2017, PhD in Biomedical Informatics. Thesis subject: Textual data warehouses: Dr Warehouse and translational research on rare diseases

>> Areas of research

Development of local databases, national and European for genetic research teams

Development and deployment of a data warehouse that combines clinical, biomedical and genetic: Dr Warehouse®.

Development of cross-applications (visualization of biological results, management of clinical studies, growth curves etc.)

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Arthur DELAPALME

Chief Executive Officer



>> Current role and responsibilities in the company

Chief Executive Officer

>> Training and background

Msc Bio-entrepreneur - X, HEC and Paris Descartes

M2 Biomedical Engineering - Paris

Certificate in cognitive sciences – Cogmaster (ENS, EHESS, Paris Descartes)

>> Areas of research

Gathering human energy

Spreading innovations in the society through business

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EMBLEEMA

Creation date : 2017

Headquarters : New-York, USA

Number of employees : 9

Turnover 2017 : Confidential

>> Company description

Imagine a world in which you can directly and easily help medical research for safer and faster drug development. Imagine a tamper-proof, holistic, longitudinal and patient-centric worldwide health record interfacing with patients, physicians, care centers, health authorities and the pharmaceutical industry.

We are a group of healthcare and technology veterans building it. Embleema's project consists in offering medical records on a Blockchain and developing a P2P marketplace for health data, with a focus on rare diseases and clinical research called "real world evidence".

Our Blockchain gives patients concrete ways to exercise their ownership of the data and makes the exchange with the pharmaceutical industry more equitable. It will also generate lower costs and better data for research and pharmacovigilance. Time-to-market for new drugs would also be reduced.

>> Know-how and technology

Embleema was founded in 2017 by Robert Chu, French X-Telecom engineer who was until then Senior Vice President of IQVIA, Global Office in New York, the world leader in health data. He has been joined by other digital health figures such as Alexis Normand, VP of Withings and John Halamka, Professor at Harvard Medical School, co-founder of electronic patient records in the United States.

Using cutting-edge technologies such as Blockchain and HL7 industry standards, we built the first live patient record on a Blockchain and our product, PatientTruth, is the first available on the market today.

>> Product pipeline

Embleema's PatientTruth platform, released in July 2018 in its first version, is available on <https://www.embleema.com/> We are now working on the PatientTruth V2 release. Join our Telegram Channel and embark with us on the future of healthcare! <https://t.me/embleema>

>> Partnership opportunities

Ready to embark with us on the future of healthcare and next generation clinical trials? Either patients association, clinical trials specialist, real world evidence expert, pharmaceutical company or governmental organization, contact us and join our healthcare Blockchain consortium!

Vincent GALAND

Operations Manager



>> Current role and responsibilities in the company

I am representing Embleema in Europe and managing Embleema's operations, coordinating the team of technical experts, legal advisors, social media marketing manager and contractors around the project.

>> Training and background

BA in Cancer Biology, University of California San Diego, USA
M.Sc in Molecular Medicine, Cranfield University, UK
MS Thesis in Regenerative Medicine, Harvard University, USA
MBA, Collège des Ingénieurs, Paris

7 years of experience in consulting, business development and operations in healthcare startups.

>> Areas of research

Real World Patient Data Generation with software medical devices
Blockchain Technology applied to Healthcare and Clinical Trials
Cancer biology and Regenerative Medicine
Digital Biomarkers

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Pascal BECACHE

Investors & Business Development



>> Current role and responsibilities in the company

I am developing partnerships with potential investors, clients and partners and participate to global awareness about Blockchain in healthcare. I work closely with the pharmaceutical industry and patients associations as well as business angels to embark them on Embleema's vision.

>> Training and background

M.Eng – Supélec, France

24 years at IBM France, Director of Telecom, Media and Energy sectors

7 years at IMS Health France, Deputy General Manager

Partner & Co-Founder at D2A Consulting

>> Areas of research

Real-World Evidence

Blockchain Technologies applied to Healthcare

Digital Health & Digital Transformation of the Pharmaceutical Industry

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holi

HOLI

Creation date: **2012**

Headquarters: **Lyon, Fr**

Number of employees: **14**

Turnover 2017: **NA**

>> **Company description**

Our mission: improving sleep. Holi is a tech and design company with a history in consumer IoT. Holi is developing sleep tech solutions: 1- miniaturized connected wearables based on thorough data modeling for the fine characterization of sleep disturbances such as sleep apnea 2- a voice assistant based on automatic speech recognition specialized in morning routines.

>> **Know-how and technology**

- Data science and computing (machine learning, neural networks, data platform management)
- Our sensor is able to collect physiological biomarkers such as body activity, snoring, breathing rate, heart rate and heart rate variability. The technology (seismocardiography) is low cost and low power consumption making it suitable for long term studies in real life conditions.
- Declarative data (self-reporting) can be collected at home seamless through our voice recognition platform and ultimately merged with sensor data.
- Web design and smartphone app programming

>> **Product pipeline**

- “Sleep Doctor”: seismocardiography patch for the assessment of sleep apnea risk.
- “Ronflomètre”: iphone app for the fine characterization of snoring based on an artificial neural network learning.
- “Bonjour”: smart alarm clock with voice control

>> **Partnership opportunities**

B2B / Co-developments

Damien COLAS

Chief Scientific Officer



>> Current role and responsibilities in the company

R&D / IP / Clinical-Research collaborations / tech specs / Admin & Management

>> Training and background

PhD Neurosciences

~10 years at Stanford University Medical School and Neurosciences Institute (research team leader in sleep, neuropharmacology, genetics and cognitive behavior with applications in Alzheimer's, autism and human enhancement).

>> Areas of research

Neurosciences / sleep / physiology / EEG / Polysomnography / Pharmacology / Algorithms

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INCEPTO MEDICAL

Creation date: **Janvier 2018**

Headquarters: **Station F, Paris**

Number of employees: **11**

Turnover 2017: **NA**

>> Company description

By leveraging deep learning disruption, **Incepto is building the radiology of the future**: more reliable, faster, for more patients. Our company provides physicians and researchers with the environment to produce these algorithms in a transparent, collaborative and secured way.

>> Know-how and technology

A collaborative ecosystem

At Incepto, we believe that the creation of AI-based applications relevant in medicine implies a collaboration between caregivers, patients and researchers from the different scientific domains (medicine, computer science, data science and mathematics).

Incepto offers a unique environment to co-create AI based applications: secure data collection, data enrichment and labelling, medical application development, and integration in a clinical workflow.

>> Product pipeline

Abdominal Imaging with Hôpital Saint-Joseph. Paris

Traumatic knee injury with Groupe3R, Switzerland.

Aortic Aneurysms with Hôpital Marie Lannelongue

>> Partnership opportunities

Design and validate your AI application

You are recognized as an expert by your peers, you have already published and have very interesting research data sets, your institution has access to large data sets and is looking for ways to value them: you want to lead the AI revolution in Imaging

Antoine JOMIER

CEO

**>> Current role and responsibilities in the company**

CEO

>> Training and background

Experienced sales & marketing leader with passion for innovation and market creation in Healthcare

Led start up acquisition, integration and market creation for GE Healthcare.

Led large business in Medical Imaging for GE Healthcare with strong track record

>> Areas of research

Deep Learning, Imaging

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LUDOCARE

Creation date: **September 2018**

Headquarters: **Lyon**

Number of employees: **3**

Turnover 2017: **NA**

>> Company description

In average 50% of patients with chronic diseases don't take their prescribed medication. This regardless their age or pathology's severity.

Consequences are huge: FIRST on patient health on short and long term, on their families as well as on society with huge financial impacts driven by unpredicted ED visits, hospitalizations, and indirect costs.

That's the reason why we created Ludocare

Ludocare's mission is to develop and commercialize connected solutions that can increase children's adherence to treatments for chronic disease.. Our objectives are:

a/ increase adherence and provide quality data sets and information to medical staff

b/ decrease global costs by reducing unplanned emergency visits and hospitalizations

c/ generate real world data sets to:

- follow treatment intake & product usage in real life at patient home
- gather treatments side effects
- analyze treatments combinations

>> Know-how and technology

JOE is a connected object. It will pair with an application on the parent's smartphone through a web based service platform. The application purpose is to setup JOE, register treatments according to prescriptions and push daily information helping parents in their daily organization.

The application will include:

- **Notifications:** information on the child journey with JOE, device status, alarm in case of disconnection.
- A **Dashboard** summarizing and keeping a record of child adherence, this feature is of great help when meeting healthcare professional. A review

based on solid data, and automatic track record is definitely better than vague souvenirs.

- **Qualified medical information** on asthma, reviewed by healthcare professionals

>> Product pipeline

We start with Asthma management but our ambition is to extend it to other pathologies.



JOE is a connected, interactive ‘buddy-robot’ that will help children in the age group 3 to 11 years old adhere to long term maintenance treatment for asthma.

With JOE, we intend to make medication time easy and entertaining:

- ✓ JOE reminds the child when and how to take medicine,
- ✓ JOE rewards the child with adapted, fun and multiple multimedia contents,
- ✓ JOE reassures parents by sending notifications.

JOE is intended as a solution that transforms a burdensome situation into an amusing moment for the long run!

>> Partnership opportunities

We are looking for partnership in different areas:

- To conduct a clinical study on an asthmatic cohort for JOE and later on other chronic diseases in the future
- Real world dataset valorization
- Collaboration / Co-development with other medtech startups

Alexandra de la Fontaine

General Manager



>> Training and background

I have a master degree in finance and an executive MBA from EM Lyon business school. I have always been in medical industry by real choice and interest, Initially I wanted to become a doctor!

I have 15 years of experience in healthcare: 7 years abroad for pharmaceutical companies and 8 years in Europe for medical device company and now my own company.

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NOVADISCOVERY

Creation date: 2010

Headquarters: Lyon, France

Number of employees: 23

Turnover 2017: confidential

>> Company description

Novadiscovery is a fast-expanding company specialized in *in silico* clinical trials. Our mission is to help biotech and pharma partners (DBV Technologies, Bristol-Myers Squibb, Enyo Pharma, Shire...) increase their innovation capabilities and capital efficiency by predicting the clinical benefit of a drug candidate potentially years before human trials thanks to mathematical modeling and simulation of diseases and drugs.

>> Know-how and technology

Our technology platform combines a community- driven “knowledge engine” to curate and organize biomedical knowledge (GitHealth) with a modeling & simulation “research engine” to ensure scalable and reproducible simulation capabilities (SimWork).

The Effect Model law was discovered by Pr. Jean-Pierre Boissel, co-founder and Chairman of the Scientific Advisory Board of Novadiscovery. The Effect Model refers to the relation between the risk (or probability) of clinical/disease-related events (tumour progression, side effects, death, etc.) without and with the therapy being developed or available to patients. The difference between the two risks gives the absolute benefit ABi for a given patient. This metric serves to select the best scenario and optimize for the expected clinical benefit.

>> Product pipeline

We are stage- and therapeutic area-agnostic. The company has completed projects from discovery to market in infectious diseases, cardiovascular diseases, immune-based diseases, endocrine/metabolic diseases and immuno-oncology.

>> Partnership opportunities

NOVA targets two partner segments (post Series A to listed biotech and large biotech & pharma companies), with a single Technology Partnering offering structured with two types of business models: Consulting and SaaS.

Julie PITRAT

Business Development Manager



>> Current role and responsibilities in the company

As Business Development Manager, Julie's missions are:

- help secure the growth at NOVA by scaling-up the internal organization, strengthening the Business Development team and multiplying contacts with potential clients (post Series A to listed biotech and large biotech & pharma companies).
- Implement a dissemination plan to raise awareness around NOVA's approach to *in silico*

>> Training and background

Graduated from both engineering school (MSc in biotech engineering from Polytech' Marseilles) and business school (MSc in Management, Business & Economics from Kedge Business School), Julie started her career working for Business France, the French Agency for International Development. After spending the past 6 years in San Francisco helping French biotech companies expanding in United States, she recently joined Novadiscovery as Business Development Manager.

>> Areas of research

- Bioinformatics
- Genetic engineering
- Biochemistry

>> Contact (email/phone number)

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RHEONOVA MEDICAL

Creation date: 2014

Headquarters: Grenoble/Paris

Number of employees: 13

>> Company description

Rheonova designs innovative medical devices for biological fluids to provide biophysical markers. The first product is Rheomuco, dedicated to chronic respiratory diseases like Cystic Fibrosis and COPD (Chronic Obstructive Pulmonary Disease). Lung mucus properties are used to quantify the patient lung congestion, give a prognosis of exacerbation phases and avoid hospitalizations.

>> Know-how and technology

Rheomuco is an *in vitro* diagnostic medical device consisting of a consumable and a measuring device. From a biological sample, the device provides a biophysical marker of lung mucus from viscosity and elasticity measurements. During a normal consultation, a 2 mL mucus sample is collected by the medical personnel. Measurement and analysis are done by an automatic procedure in 5 minutes. The patented biophysical markers quantitatively describes the bronchial secretions microstructure, which objectify patient bronchial congestion.

>> Product pipeline



Rheomuco is already marketed for Biotech & Pharma companies: *in vitro* drug testing and drug clinical trials (www.rheomuco.com).

The medical version will be CE marked in March 2019. Two clinical trials are then scheduled for "RheoCOPD", the first regarding the prognosis of exacerbations for COPD patients and the second to valid rheomuco as a companion test for antibiotics used in COPD. Same medical claims aim to be develop for cystic fibrosis, in the product "RheoCF". Clinical trials are not yet forecasted.

Another medical claims are developed for the Chinese market for the early diagnosis and classification of COPD: RheoDiag 诊断. Regulation process has started since 2018 for 2 years.

On the long term, we start research to develop new biophysical markers for asthma, arthrosis (synovial fluid) and blood diseases.

>> Partnership opportunities

We provides efficacy endpoints in clinical trials of any drug for lung diseases. We also look for clinical and financial partners for the development of "RheoCF" and "RheoCOPD".

Jeremy PATARIN

Rheologist, PhD in physic



>> Current role and responsibilities in the company

CEO, business development leader and clinical partnership manager

>> Training and background

10 years of experience in industrial rheology applied to formulation and processes.

Engineering diploma in fluid mechanics / thesis in rheology applied to food science / HEC certificate

Jeremy launched Rheonova in 2011 with the objective to make rheology accessible and understandable to as many people as possible, by capitalizing on the experience acquired on fluid materials in all areas of the industry: chemistry, oil, food, construction, pharmaceuticals, cosmetics, health, etc. The ambition for the future is to propose equipments to simplify and to democratize the use of rheology in healthcare.

>> Areas of research

Bio-Rheology / Clinical trial in lung disease / Mucus physics / Advanced physic instrumentation

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WEFIGHT

Creation date: 20/02/2017

Headquarters: Montpellier

Number of employees: 4

>> Company description

Wefight's ambition is to create a new actor in the patient's care path. Because today, patients with chronic diseases are alone to face their disease. This actor is Vik who is with patient 24/7. Vik is powered by a team which is the fusion of patient, medical and technical knowledge.

Vik is live for patients with breast cancer since October 2017. 25%+ of our users are active each month. We are a B2B2C company and already have clients.

>> Know-how and technology

Our product is Vik.

Vik is a new actor in the patient's care path. Vik is with patients 24/7 from the diagnosis and during all the patient's care path. Vik listens to and supports, shares experiences and connects patients to care. Vik is a SAAS product. We use natural language processing and machine learning (100% owned technology) combined with medical and educational knowledge developed by healthcare professionals to create Vik.

>> Product pipeline

Several versions of Vik dedicated to Asthma, melanoma, depression: the goal of Vik is to address all chronic diseases.

>> Partnership opportunities

We are looking for partnerships to cross our database with other database and to perform real world studies with our cohorts of patients, and partnerships to develop new Viks in new therapeutics areas.

Pierre NECTOUX

CTO



>> Current role and responsibilities in the company

Development of the platform and service Vik

>> Training and background

Engineer – Ecole Centrale Paris, Specialized in Machine Learning and AI

>> Areas of research

Machine Learning, AI

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