

Orpheus Solutions

Delivering fast, cost-efficient testing with high-throughput, portable systems

Fast-spreading outbreaks like African swine fever, avian influenza, COVID-19 and AMR bacteria can cause massive losses without rapid, on-site diagnostics—this is the gap we solve. We decentralize molecular diagnostics with a rapid, portable, high-throughput solution, unlike existing alternatives.

Market opportunity

Fast-growing, unsaturated market with a **fragmented** landscape, driven by the shift toward **decentralization**.

Market dynamics

Pressure	Demand
Costly delays	High frequency testing
Lab bottlenecks	POC demand
Centralized labs	Decentralization

Competitors deliver basic functionality, forcing a trade-off between portable, low-throughput devices and high-throughput lab systems.

We bring molecular diagnostics out of centralized labs with capabilities current alternatives cannot match.



Point-of-care testing



Time- and cost-effective



Scalable, 2-3x higher throughput



Eliminating transportation



Laboratory independent

Business model

Hardware-enabled, multi-stream revenue model combining device sales, recurring consumables, and service-based income.

Revenue

Device	Device sales and flexible leasing models. Device price: ~ € 6,000* COGS: ~ € 2,500–3,000* Gross margin : ~ 55-60%*
Recurring	Reagents distribution, maintenance Reagent price: €3-5/test* Reagent cost: depends on the partner
Support	Support, training, and contract testing services

*: the prices are estimations based on available market data

Our market entry

Main sales strategy: **Europe | B2B**

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Initial target

European livestock & veterinary field diagnostics



Expansion

Food safety, environmental monitoring, human diagnostics, forensic testing



Customers

Farms, veterinary services, labs, surveillance programs



Commercial Strategy

Direct sales, distributors, strategic partnerships



Validation Strategy

Planned real-world performance, testing scenarios



Growth Driver

Recurring testing, costly delays, overloaded labs demand decentralization

The timing

Recent livestock outbreaks (H5N1, ASF, FMD) are exposing the limitations of centralized diagnostics. The level of technology, and the shift in market creates new niches to be filled.

Built for the field

Our approach combines scalable throughput, integrated workflow functionality, and portable deployment in a market where current solutions remain limited.

Backed by multidisciplinary expertise, early market feedback, and potential reagent partnerships.

Funding Ask

We are raising **€30 000 - 300 000*** to reach key technical and commercial milestones, positioning us for early adoption in a fast-growing, unsaturated market. This round de-risks the technology and validates market fit.

■ Prototype development	29%
■ External Manufacturing Support	27%
■ Team & Operations	15%
■ Validation	10%
■ Pilot Programs	8%
■ Regulatory & IP	11%



Milestones

- ✓ Concept defined and initial validation completed
- ✓ Device design and system architecture defined
- ✓ Prototype development already underway
- ✓ Prototype validation and real-world pilot deployment
- ✓ Preparation for initial market entry
- ✓ Scale-up and expansion to human diagnostics

TRL 3

→ **Current stage**

Funding will enable the next critical milestones

Contact

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*: The funding target is presented as a range to allow flexible participation from investors of different sizes.