

THE COMPANY

Van Heron Labs provides the most advanced cellular intelligence available to solve the problems that keep you up at night. We profile at depths greater than traditional methods, then translate those results into better processes, products, and therapies.

*“Are you reading our minds?
This is exactly what we need.”*

— VHL CUSTOMER

How to work with Van Heron Labs:

GENERAL ENGAGEMENT WORKFLOW

1

ANALYTICS

RNAseq, multi-omics deciphered and translated to a digital twin. Insights for how to improve cell performance become obvious.

Deliverable: dashboards + recommendations.

2

DEVELOPMENT

Design candidate process modifications, media, feeds or supplements to improve outcomes for the system.

Deliverable: process or product design, ingredients, recipes.

3

VALIDATION / TEST

Formulation, process, and chemistry refinement, validation, and test batches. KPI assessment.

Deliverable: product, process, media, feeds.

4

COMMERCIALIZE

Your new program ready for commercial scale, cGMP, the clinic.

Deliverable: new / improved asset or program.

ENGAGEMENT LEVELS

LEVEL 01

INSIGHTS

Analysis, results, recommendations.

Analyze data, deliver full cell profiles, and targeted recommendations to improve your system. You oversee + execute any implementation.

Best for: teams with larger R&D, process, product development teams who just need information.

LEVEL 02

INSIGHTS + PROCESS DEVELOPMENT

Recommendations > specifications + support through scaling, commercial.

Level 01 + specific R&D, chemistry, and process recommendations linked to functional improvements or technical milestones (Ex. 40% ^ titer, new biomarkers).

Best for: teams with in-house capabilities, who need support to accomplish specific goals.

LEVEL 03

FULL DEVELOPMENT

Media, feed, reagent, ancillary materials formulation, testing > scale.

Level 02 + we handle testing, validation of full formulations using high-throughput approaches and scaled bioreactor runs, where appropriate.

Best for: engagements where processes require additional formulation, development + validation.

LEVEL 04

FULL STACK

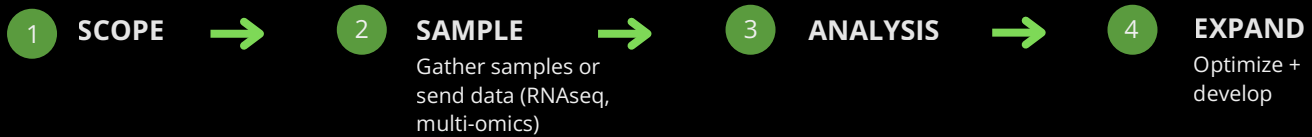
You bring the cells. We handle everything else.

Level 03 + scaled production coordination to commercial endpoints for your program. cGMP, clinic-ready and scaled results. We handle the entire value chain.

Best for: teams that want end-to-end results.

See our technical overviews for info on what we achieve for you.

TYPICAL PROCESS



TYPICAL STRUCTURES

Every company has unique problems to solve, and a unique budget.

Our structures are flexible, usually comprising one or more of the following:

FLAT FEES

To cover seq, compute, analysis, expertise, and support.

BACKENDS

Based on KPIs and commercial endpoints. Good for teams with smaller budgets.

MILESTONES / SUCCESS

Based on phases and KPIs.

Specialist economics: You pay for cellular intelligence and measurable outcomes — not the brand premium or overhead of a larger developer. **The result:** more comprehensive and higher quality deliverables + complete R&D, process, and product development under one engagement, at total commercial obligations meaningfully below comparable partnerships.

Engagement level, scope, structure and pricing are scoped independently per engagement to meet your needs where you are.

Process, product, media, and manufacturing improvements we deliver become new IP assets for your company.

We offer a new level of IP flexibility and are one of the few companies that provide ingredient transparency and buyouts for novel formulations we produce.

TRUSTED BY

Merck KGaA RoosterBio Stematters CTMC Evonik CerFlux CFD Research Ourobio Foresight Biosciences + Many more

TEAM

5

DOCTORATES

70+

YEARS OF COMBINED
EXPERIENCE

20+

YEARS WORKING
TOGETHER

TEAM ALUMNI OF

Eli Lilly Thermo Fisher Roche Cytiva GE HealthCare Sanofi

RECOGNIZED BY

Forbes BEST STARTUP U.S. MIT The International Society for Cell and Gene Therapy Business Alabama BioTools Innovator Genetic Engineering and Biotech News

25+

PROJECTS SHIPPED

~50%

REPEAT CUSTOMERS

5

STRATEGIC PARTNERS

To handle your value chain

BACKED BY

NVIDIA AWS Microsoft

See our technical overviews for info on what we achieve for you.

Cells are talking. **Do you know what they're saying?**

vanheronlabs.com

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