

A globally active German developer and manufacturer in the field of microfluidics, is looking for collaboration with startup companies in order to develop new applications and partnerships in biotech and life science applications.

Summary

Profile type	Company's country	POD reference
Technology request	Germany	TRDE20220708006
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement with technical assistance	• World
Contact Person	Term of validity	Last update
Rim Stroeks	8/7/2022 8/7/2023	07/08/2022

General Information

Short summary

The German company, producer of micropumps and microfluidics systems, wants to find new applications for their products and microcomponents and to develop new products in cooperation with innovative startups to increase available market potential for both partners. The company is looking for a technical cooperation agreement with startups that can contribute to this objective.

Full description

The German company (Bartels Mikrotechnik) has been a globally active manufacturer and development service provider in the field of microfluidics for over 25 years. Their key products are micropumps that are designed especially for miniaturized and portable applications in biotechnology, pharmaceuticals and medical technology. The company offers a complete, application-oriented and modular liquid handling and monitoring system.

The company is active in two main business areas: engineering services and product development. There is a specific focus on the area of micro components which is to be expected to expand in the future. The company operates in various fields of application, especially in the MedTech and Life Science sectors. These business areas already contribute significantly to annual company sales.

Their micro-engineering team is constantly working on novel solutions for new markets. They allow new components and techniques to mature to the patent stage and work on the transition from individual applications to series production. The goal of the collaboration sought is to develop new applications in cooperation with innovative startups and to jointly create new products.

Some characteristics of their micropumps that can handle liquids as well as gases.

Flow rates:

Liquid: $q_{liq} = 5 - 8000 \mu\text{l}/\text{min}$; $p_{liq} < 700 \text{ mbar}$

Gas: $q_{gas} < 25000 \mu\text{l}/\text{min}$; $p_{gas} < 150 \text{ mbar}$

Only one wetted material (PPSU/PP)

Small size and low weight: 30 mm x 15 mm x 4 mm

High batch production

Low power consumption (150 mW)

Advantages and innovations

Stage of development

Already on the market

IPR Status

No IPR applied

Sustainable Development goals

• **Goal 9: Industry, Innovation and Infrastructure**

Partner Sought

Expected role of the partner

The German company is looking for a technical cooperation agreement with innovative startup that offer complementary competences that enables joint business models for both companies to develop new market applications and concrete products.

Needless to say that the German company will offer their experiences, resources, expertise and large network in the sectors mentioned, to be used in a potential cooperation by the startup for further product development and market introduction.

IMPORTANT NOTE: This technology request refers to an innovation challenge that is issued by the city of Dortmund in the state of North Rhine-Westphalia. If a start-up expresses interest before the closing date of August 15 2022, it will be invited to take part in the challenge and interact with the German company via an open innovation platform. Based on this interaction, the company will select one or more startups that will be invited to spend 5 days at the beginning of September to further deepen the proposed solutions and explore possible cooperations together. All startups that take the effort to submit and discuss their contribution will receive feedback from the German company. Please note that this challenge closes on August 15, 2022. After that, the company will select the start-ups with whom they would like to cooperate in the development of a solution/pilot project.

As this challenge promotes cross-border cooperation applications, it is not open to German companies.

Type of partnership

Type and size of the partner

Commercial agreement with technical assistance

- **SME 50 - 249**
- **SME <=10**
- **SME 11-49**

Dissemination

Technology keywords

- **09003 - Electronic measurement systems**
- **001001008 - Microengineering,**
- **02007009 - Materials Handling Technology (solids, fluids, gases)**
- **001001010 - Nanotechnologies related to electronics & microelectronics**
- **01002001 - Micro and Nanotechnology related to Electronics and Microelectronics**

Targeted countries

- **World**

Market keywords

- **08002003 - Process control equipment and systems**
- **08003007 - Other industrial equipment and machinery**
- **05007007 - Other medical/health related (not elsewhere classified)**

Sector groups involved

- **Nano- and Microtechnologies**

Media

Images



[Example of a microfluidic chip.](#)

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[Example of a micropump.](#)

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[Example of a microfluidic system.](#)

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