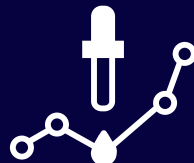


Pipette  Chart

COMPANY BRIEFING

24.7.2024

About

Pipette & Chart (P&C) is a boutique consultancy dedicated to supporting early stage deep tech startups in supplying expertise, network and management bandwidth and typically assuming the agenda of a missing executive co-founder. P&C specializes in projects founded upon complex and continuous R&D programmes and with a long commercialisation horizon.

Our Team

Pipette Chart

- Pipette & Chart's is a boutique consultancy dedicated to accelerating early stage deep tech projects.
- We operate as an external co-founder for a designated business milestone and agenda.
- Our focus is on long-term co-operations with measurable impact.



Lili Unachukwu
Co-Founder and Managing Partner



Vladimir Rassushin
Co-Founder and Managing Partner



Maria Kolodenko
Co-Owner and Marketing Strategist



Ira Saul Rubenstein
Senior Advisor - Business
Development
& Capital Formation



Violeta Martin Gil
R&d & Innovation Funding Manager



Katerina Tomášková
Senior Advisor, Operations



Madina Likhmanova
Lead Designer



Hana Kabourkova
PR & Customer Success

Founding Team



Liliana Unachukwu

Co-Founder & Managing Partner

- Co-Founder & CEO of Pipette & Chart
- 12+ years of experience in deep tech startups
- Mentor (CzechStarter, ESA BIC, Demium, Laboratory Accelerator of Vodafone Foundation, Lifbee Academy, IN-HABIT)
- Ex-CEO Nanopharma
- Strategic Advisor to founders, investors and technology transfer centres



Vladimir Rassushin

Co-Founder & Managing Partner

- Co-Founder & Partner of Pipette & Chart;
- Operated as an interim CTO and Chief Scientific Officer for more than 10 startups;
- Serves as an expert evaluator to national and European grant programmes.

Services

EXTERNAL CO-FOUNDER

Strategic and executive support in helping founders deliver on key milestones.

INVESTMENT READINESS

Management of data room, drafting of key documents, polishing of investment story.

FUNDRAISING

Managing introductions to and negotiations with investors. Drafting proposals for grant funding.

EARLY TRACTION & GROWTH HACKING

Managing early sales and developing validated sales channels and marketing tactics.

**Areas of
Expertise:
Deep tech &
Industry 5.0**

AI

ROBOTICS

ADVANCED MANUFACTURING

IoT

SMART IMPLANTS

XR

**Areas of
Domain
Expertise**

FOOD

SECURITY & DEFENCE

HEALTH

MANUFACTURING

CLEAN TECH

MATERIALS

Industry 5.0 Consulting Areas

Helping clients build
resilience through
innovation and
technology

- 01** Ethics, Safety & Wellbeing
- 02** CSR, Sustainability & ESG
- 03** Co-creation & Open Innovation
- 04** Strategic Partnerships
- 05** Technology Scouting
- 06** Venture Building

References

Ullmanna: AROW robotic weeding machine + DECIMAL platform

P&C assisted in:

- Creating a strong IP position;
- Securing over 2 mEUR of non-dilutive funding;
- Managing key projects with strategic partners;
- Organising demo days, webinars and other sales funnel related activities.



Technolynx: KV Next-Gen Video Conferencing Tool

P&C assisted in:

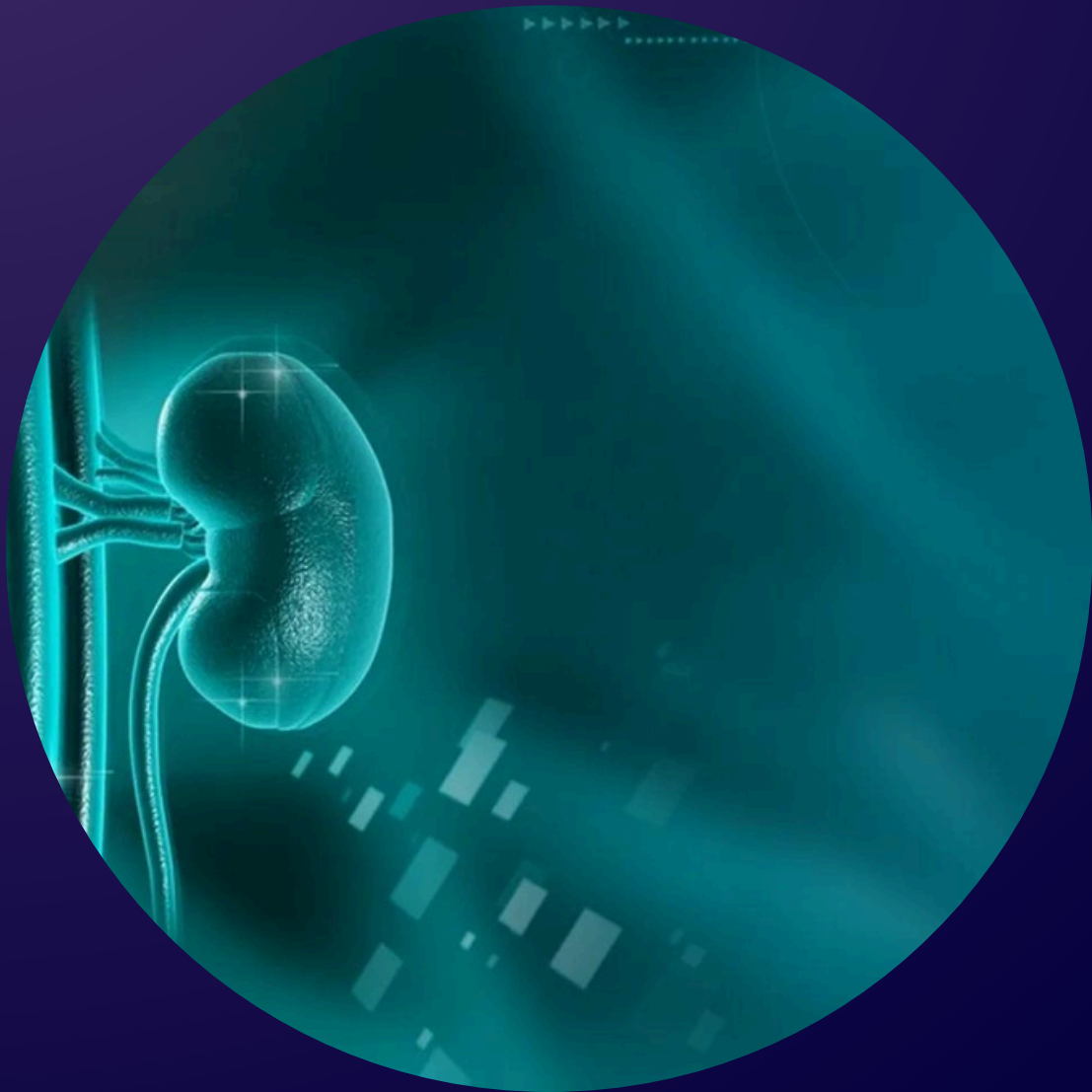


- Conducting market research and technology benchmarking for problem/solution fir validation;
- Drafted a successful EIC Accelerator Phase 1 proposal;
- Assisted in formulating the go-to-market strategy;
- Coached the executive team.

NephFlo: The World's First Implantable Artificial Kidney

P&C assisted in:

- Assuming Interim CTO role at the PoC stage;
- Establishing strategic R&D partnerships;
- Developing R&D roadmaps;
- Drafting grant proposals.



Mewery: The First European Startup Cultivating Pork Meat On A Proprietary Microalgae Base



P&C assisted in:

- Review of investment materials;
- Advice on early PoC roadmaps;
- Risk assessment and mitigation strategy;
- Advisory services.

Contact

Liliana Unachukwu
Co-Founder & Managing Partner

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+420 734 266 109

www.pipettechart.com

**Let's talk deep
tech!**

www.pipettechart.com