



CO-FOUNDER NEEDED

Helping sick children swallow pills easily

PILLICAN APS

THE PROBLEM

50% of all children find it difficult to swallow pills when they first try. 12% never learn. Alternatives to pills are costly and have many other downsides.

OUR SOLUTION

We have developed a simple, class I medical device that makes it easy for children to swallow pills.

PATENT STATUS

Received patent voucher. Patent in filing October.

FINANCIAL OVERVIEW

Funded by Innofounder, small grants and awaiting response from Innobooster and Beta.Health grants. Aim to reach market on soft funding, but also beginning talks with business angels.

Beach head market in Denmark either B2C webshop or B2B2C via pharmacies. Collaborations with hospitals. Scale to other European markets and US in 6 identified market segments, including licensing.

MILESTONES ACHIEVED

Extensive validation with a range of stakeholders, KOLs, and hospitals.

Full R&D setup with different 3D-printers and simulated swallowing. Working prototype, testing with children.

Regulatory process for class I planned.

Spinout from BioMedical Design Fellowship Programme. Currently in MedTech Growth Programme @DTU Science Park.

TARGET MARKET & CUSTOMERS

Several segments: parents to acutely ill children, parents to chronically ill children, hospital departments, pharma licensing, adults.

CO-FOUNDER PROFILE WE ARE LOOKING FOR

Must-have qualifications/background

- Business education and/or practical business experience, preferably in startup. E.g. bringing product to market, marketing, scaling business.

Nice-to-have qualifications/background

- Sales experience
- Full circle entrepreneurial journey.
- Funding: grant writing, funding rounds, EU grants.
- Familiar with SEO, SoMe management, Notion.

Personal fit

- Outgoing, team spirited.
- Some days in office, others may be remote.
- Balancing good work-life balance with also getting things done when needed.

TASKS & RESPONSIBILITIES (FIRST 3 MONTHS)

- Business strategy, market analysis, health economic analysis.
- Project management in collaboration with rest of team.
- Building brand presence on social media.
- Perhaps kickstarter campaign or similar, in collaboration with rest of team.

ACADEMIC & ENTREPRENEURIAL BACKGROUND OF CURRENT CO-FOUNDERS

- Marie: MD (hematologist), PhD, teaches innovation.
- Rasmus: graphic designer and brand specialist. Experience from big bureaus and running his own.
- Jakob: MD (anesthesiologist), PhD, head of innovation at anesthesia department.

PHYSICAL ADDRESS

Currently working from DTU Science Park, Future Box, Elektrovej 331, 2800 Kongens Lyngby

READ MORE HERE

<https://www.linkedin.com/company/pillican>

<https://pillican.com>

Pillican.



ABOUT OPEN ENTREPRENEURSHIP

Open Entrepreneurship is a collaboration between all Danish universities aiming to create more research-based startups.

www.open-entrepreneurship.com



SUPPORTED BY

Uddannelses- og
Forskningsministeriet