

Bartels Mikrotechnik Corporate Challenge DOaccelerate 2022

About Bartels Mikrotechnik

For more than 25 years, Bartels Mikrotechnik has been a globally active manufacturer and development service provider in the field of microfluidics. Together with our specialized partners, we help our customers find the right microfluidic solution for specific applications.

Challenge Introduction

Bartels Mikrotechnik is active in two main business areas: engineering services and product development. In particular, the area of micro components is being increasingly focused on and expanded in future. With mp6 micropumps, Bartels operates in various fields of application, especially in the MedTech and Life Science sectors. These business areas already contribute significantly to annual company sales. The defined goal of the Challenge is to find new applications for Bartels' products and components and to develop new products in cooperation with innovative startups to use increasing available market potential. Shared activities is fully flexible and depend on resources and competencies of both parties involved.

Challenge Details

Sectors and use cases for Bartels' technologies are diverse and far-reaching, but should have a clear focus on "Life Science" aspects. There, Bartels commits experience, expert knowledge and application competence in the use of micropumps and monitoring of microfluids.

For the development of new products based on existing technology, Bartels is looking for cooperation partners who commit complementary competencies. Whether Life Science, BioTech or other application fields - the challenge is to provide convincing innovative products and solutions for the market together with Bartels Mikrotechnik.

Startups can surely use both areas of support: existing technology as well as application expertise of Bartels to further develop their own product in cooperation. So if you are in the life science, medtech or biotech space, Bartels offers you the option to build on a technology stack. No matter if used for handheld devices, implants or other forms of application.

Bartels is looking for cooperations for a combination of hardware and software products with own solutions as well as partners for the digitalization of the Bartels product portfolio. In particular for the operation of pumps and control via interfaces.

In addition to its own products and expertise, Bartels brings three key things to the table:

1. a large partner network
2. sales support
3. existing technologies

The USPs of our pumps

USPs:

- Can handle liquids and gases
 - Liquid: $q_{\text{liq}} = 5 - 8000 \mu\text{l}/\text{min}$; $p_{\text{liq}} < 700 \text{ mbar}$
 - Gas: $q_{\text{gas}} < 25000 \mu\text{l}/\text{min}$; $p_{\text{gas}} < 150 \text{ mbar}$
- Only one wetted material (PPSU/PP)
- Small & low weight
 - Size: 30 mm x 15 mm x 4 mm
- High batch production
- Low power consumption (150 mW)

We are looking for innovative products & solutions that can use Bartels' technology to enable joint business models and bring products to market in a scalable way. As already described above, due to the many years of experience in the sectors mentioned, the existing resources and the large network can be used in a potential cooperation in various issues for market introduction or product development.