


# Beyond the Elevator Pitch: Inside Start-up Stories

asked by **DCZ**  **HeadhunterAngels**



” **Veterinary Science needs today more than ever an ecosystem of specialized suppliers to bring new tools and advanced cell culture techniques.**

*Davide Confalonieri  
CEO of Lab4Paws*



Spotlight on

**DAVIDE CONFALONIERI**

Founder & CEO

# 1. What key issue does your company tackle, and what impact will it have on the world?

” Animal health researchers lack access to proper biological samples. 70% of vet drugs are therefore repurposed human drugs, which are less safe and effective for animals.



We dream of a world in which **animal therapies** and **diagnostics** are as available as human ones, and in which new therapies can be **safely developed** while **reducing, refining and replacing animal studies** for human drug development.


## 2. What special skills or innovations make your company stand out?

” We have been serving the drug development industry for the past **10 years** and can help bringing animal health researchers the same innovations that can be found in the human health industry. We also have long expertise in **tissue engineering** and **advanced cell culture models**.



This kind of technologies will help **obtain better data** in the lab and **improve success of clinical trials**. We have strong collaborations with veterinary clinical centers and **deliver high quality biospecimens** to animal health developers.

### 3. What inspired you to found this company?



” I worked for several years with lab animals, and despite the certifications, this never sat well with me. I knew that **tissue engineering** and **Organs-on-a-chip** could be part of the answer, but the primary biological material has always been a limiting factor for animal and human studies as well.

Since the introduction of the bill from the FDA on the reduction of animal studies, the industry acknowledged the change but was still facing constraints. **I decided to take things in my own hands, and I jumped.**



## 5. Why is your company a great place to work and attract top talent?

” We are moving at the **cutting edge** of technology, with a **motivated team** and a **great cause**.



If you want to make the difference for animal health and welfare, make sure to talk with us.

## 4. What makes your company attractive to investors?

”

The **veterinary market is exploding** and the growing amount of medicines allow us to take even better care of our animals.

Regulations are enforcing higher standards, but the industry faces big constraints. We find ourselves in a perfect spot, with **great demand** and a lot of potential to **develop our own solutions**.

Next step: **Veterinary Oncology Diagnostics**.



## 6. What advice would you give your past self at the start of your startup journey?

” **Clarity and Focus.**  
Reduce the pool of ideas as soon as possible and ditch everything that is not moving the needle. And **market like there is no tomorrow.**





## 7. Can you share a fun fact or running gag in your team?

” At the last symposium I asked participants:

**“What can we improve?”**

You would think scientists are highly rational.

**BUT: They pointed out I didn't have a plushie, a stuffed toy.**

**Lesson learned, now we have one!**



# In a Nutshell



 Location: **Nuremberg, Germany**

 Foundation: **2023**

 Financing: **Seed**

 Team: **5**

 Web: **<https://lab4paws.com/>**

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