

Beyond the Elevator Pitch: Inside Start-up Stories

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

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patience, and
trust that
solutions will
come are crucial
to mastering the
journey as a
founder!**



Spotlight on

Carlotta Altringer

CEO & Co-Founder at
VitrofluidiX

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

” **Organ-on-a-chip (OoC)** is one of the most promising technologies for ensuring reliable drug testing while minimizing animal use. It enables the **in vitro simulation of human organ structure and function.**



VitrofluidiX® OoC Device

We have developed an **OoC device** that supports various models while enabling simple, versatile use and live analysis.

As a result, **animal testing can be reduced, development costs lowered, and research accelerated.**

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

” We offer a **one-stop device called "VitroFlow"** for organ-on-chip (OoC) applications, providing **an all-in-one solution** that simplifies the setup and operation.

The innovative VitroFlow enables **realistic, controlled, and reproducible organ simulation without additional devices.**

Various cell types and chip designs are compatible, with individually **adjustable parameters** like oxygen concentration.



3. What inspired you to found this company?

” **As researchers, we struggled with existing systems for reliable OoC experiments.** The more we explored the field, the more we recognized its potential to **drive transformative advancements** and to have a profound, long-term impact on the world.

This realization became our driving motivation:



**TO DEVELOP AN INTUITIVE SOLUTION THAT
ACCELERATES PROGRESS OF OoC WHILE
CONTRIBUTING TO A POSITIVE SOCIETAL IMPACT.**

4. What makes your company attractive to investors?



Carlotta Altringer, CEO and Co-Founder

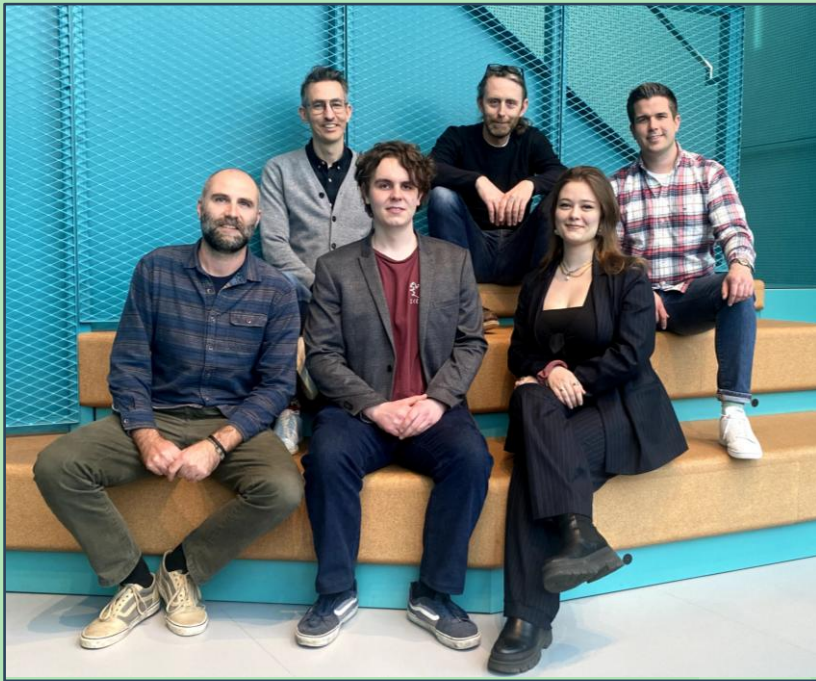
” Our interdisciplinary team shares a clear vision: to develop the **leading OoC laboratory device for research and drug development.**

Our product adds value by **lowering research costs and advancing drug discovery.** The market is rapidly growing, driven by the shift towards alternatives to animal testing.

The company has **secured pilot customers, completed its first funding round, won competitions, and received prestigious grants.**

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

” We foster an interdisciplinary, innovative environment that values creativity, discovery, and execution.



The VitrofludiX-Team: Caspar Kneer; Finn Rieken, David Günter, Peter Fuß, Carlotta Altringer & Sven Binder (left to right)

Unconventional ideas are welcome, creating a relaxed yet focused atmosphere. We prioritize **great ideas and motivation over formal qualifications**. Our team works on cutting-edge OoC technology, attracting top talent and providing an inspiring workplace.

We support our employees in achieving both personal and company goals.

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

” Don't worry too much about every detail - **many things can be solved later.**

The start-up process can seem overwhelming, and it's easy to get lost in worrying about every little detail. But many challenges can be resolved over time if you stay flexible and **keep your focus on the bigger goals.**

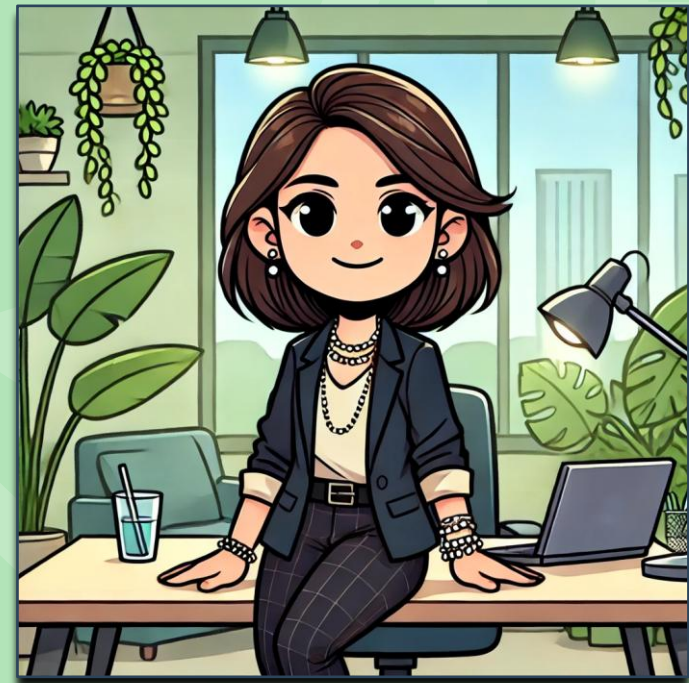


Resilience, patience and trust that solutions will come are crucial to mastering the journey as a founder!

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

” 3 years ago, when I started at VitrofluidiX, I jokingly said that when we have our own labs and offices, I would like to have and select many plants.

In fact, we went shopping for our new office last week and **now have a great little collection of plants in the office!**



In a Nutshell



 Location: **Köln, Germany**

 Foundation: **2024**

 Financing: **Seed**

 Team: **6**

 Web: **www.vitrofluidix.com**

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