Project	What's the product?	What's the problem?	Comments / questions to the team
aquaticDNA	It´s a service. Identification of spices in reservoirs of water, taking only one litre of water.	The identification isn´t optimised.	
aquaticDNA	A service for measuring what organisms are in a given aquatic ecosystem	Sometimes people need to know what's there and it's hard to figure that out. I'm not sure who this is a pressing problem for though	It would be great to get a better sense of where this is a problem that people really need solved. The opening was interesting but very general. Since I don't have experience in this area, I have no idea when people really do need to know what's in the water. Also, I'm curious about what eDNA is. It's never explained and, as a molecular biologist, I'm curious and a bit confused. If there's a one sentence, easy explanation that could help scientists and non scientists understand this it would be great.
aquaticDNA	Method for identification and detection of aquatic species based on DNA sampling from water	The aquatic diversity is difficult to monitor and it needs a method non-invasive, fast and reliable to keep track of the diversity in different reservoirs.	Can all species be tracked with this non-invasive system? What about new species? For example invading species in an established ecosystem? Which one is your target market?
aquaticDNA	Identification and monitoring of aquatic DNA to measure populations of aquatic species such as invasive or endangered species in aquatic ecosystems.	Current methods of monitoring are inefficient and may be labor intensive. The presentation suggests a aquatic DNA monitoring may be more specific and sensitive than current methods.	How are concentrations of species specific DNA the site of sampling, population distribution?
aquaticDNA	eDNA? Not sure what that is. Nor is it clear how, specifically, this helps solve the problem.	issue is monitoring biodiversity in water systems; generic problem relates to endangered species and invasive species,	Generally seems like a good thing, but it would help a lot to have at least one very concrete example. Why, specifically, would someone use eDNA? Walk us through how a user would use it?

aquaticDNA	Service for identification species in water of river, pounds, sea etc	Current methods to do so are tedious, challenging	Are there competitors developing similar strategies? Range of species identification? Maybe explain a little bit better the identification logistics: crossmatching with databases for instance..
aquaticDNA	A service for Aquadic species identification and monitoring	Identify aquadic species: elusive and invasive	Who is the user of the service? Municipalities, research...? How is this different than existing technology? Is this freshwater or also saltwater-based? Is the data collected into a common database or is the data only provided to the buyer of the service? What is the speed of the analysis? How do you ensure the sample is not contaminated during transfer to lab? At what depth can you take a sample?
aquaticDNA	Service to monitor H20 biodiversity with less than 1 liter.	Difficult to do the monitoring	Not clear how significant the 'difficulty' of monitoring biodiversity is. Why is your solution better: Cost, speed, etc. Who will use your solution? Do you expect them to pay and make a profit?
aquaticDNA	service to monitor biodiversity - looks at water sample and determines the specific details of what's in the water using species detection from DNA sampling	current techniques are inadequate to determine aquatic diversity....really? why? would like to understand this more....	- what is value prop? - I don't understand the real problem? It was stated that the current tests aren't sensitivity enough, but it's not clear what the implications of this are - we see characteristics of the solution, but not how these characteristics generate value? - who is the customer? who buys this and why? - what is the competitive advantage? Why can't anyone do this with appropriate DNA testing mechanisms do this?
aquaticDNA	DNA identification of aquatic species for monitoring biodiversity	a large number of species for being identified	

aquaticDNA	Aquatic DNA offers a service for detection of different species in the water	The need and difficulty of identification of pathogen, invasive or other species in the water.	-
aquaticDNA	A service that identify species in water that is high-throughput and requires small specimen using new eDNA technology.	current technology are less sensitive and is dependent on a lot of experimental variables	-show a few scientific plots that demonstrate the claims. -show estimates of costs and time savings if this technology is deployed -demonstrate a scenario where current workflow will be altered.
aquaticDNA	Service that provides ability to identify species through DNA by sampling water	Inability to effectively and accurately identify aquatic species in an ecosystem	- maybe elaborate more on how your method differs scientifically from existing methods of identifying the species - really cool idea to only sample water so that the species/ecosystem will not be disturbed - how efficiently can you provide this service? aka scale
aquaticDNA	A service for identyfing biodiversity	Maintaining Ecological	Imagine how to create value and maintaining the company running. Increase other applications of the rhe service
aquaticDNA	Analysis of DNA in water to identify organisms in there.	not really sure. I think it is to know what organisms are found in water bodies (like rivers, lakes) to know if it is safe, if it will be affected by something we do.	It would be good to start with an example of the specific problem you are solving. Also, mentioning what the product does at the beginning without context can be confusing.
aquaticDNA	eDNA	Quantitating Aquatic Diversity. Connecting the presence of organisms to health of ecosystem	How many species are detected? How does this vary? What are the connections between measurements and meaning for the environment. What will these measurements mean?

aquaticDNA	Ecohydros offers an innovative, innocuous and high sensitive system for SPECIES detection in water: in field and in laboratory. They do it using Environmental DNA	Aquatic species identification is complicated and the current monitoring systems are limited	How novel is this approach? How the data is processed to identify the species in the water from their DNA samples?
aquaticDNA	monitoring service for aquatic media using DNA technology	Apparently, the current solutions are challenging but it wasn't clear to me how the current solutions are failing and I was missing a clearer statement of the impact.	How representative is 1L from a sea or even an ocean? I understand that from a small region like a pond it could be pretty representative of the rest but what about with larger aquatic areas.
aquaticDNA	A method to characterize an aquatic ecosystem (not totally sure what characterize means though and why it's important)	Management of acquatic biodiversity?	It is unclear what the true limitation of existing technologies are, and how this addresses those limitations. This product seems to have a lot of features, but its unclear why those features truly matter. I don't know enough about the problem to say whether or not the current solution even needs improvement. Based on the available info, if this product costs more than the alternative, I'm not sure I'd be willing to pay at this point. Why is environmental DNA the best option for large scale species detection? We haven't been told that the current technologies lack what eDNA has., or that those features necessarily matter. The story was succinct which is positive.

aquaticDNA	monitoring aquatic biodiversity but do not know what product is	aquatic biodiversity is a problem but not sure what - too much information	Slow down during presentation Be clear and focus on one problem.
aquaticDNA	service to find environmental DNA and genetic markers	lack of information in current methods	What exactly are the challenges? What is the scientific approach? What do you do in comparison to current methods? Give a specific example. Which state is your project in?
aquaticDNA	eDNA-based tool for detecting species in water for monitoring water biodiversity	existing biodiversity monitoring tools have limitations	Who is your target user/customer? Do your customers think that the existing tools have limitations and would they be willing to adopt new tools?
aquaticDNA	Environment DNA measurements of aquatic systems	Difficulty understanding which endangered species, pathogens, and ecosystems exit	When you say endangered species, does that mean that water will be able to tell you which endangered species (like fish, frogs etc) are in the water? Or do you mean micro-organisms and things like algae and plans? Would this be used by academic institutions, fisherman, or the governments regulatory agencies?

aquaticDNA	specific and sensitive water testing that requires one liter of water to test	Current methods are too variable, not specific enough	does your product capture if a species has been there, that is, the species may not be there currently in the liter bottle? like a dna sample at a crime scene. Person not there but dan is.
aquaticDNA	maybe a catheter	the DNA profile of aquatic ecosytem	
aquaticDNA	Tells what is in a pond, sea, water using only one liter sample	Current water monitoring techniques are inadequate	Would like to see more around “reason to believe” that the technology works better than existing methodology. Also would like to see competitive landscape better defined. What do people use now? What else is coming out in the future that will compete with this? It would also be useful to see the format of an actual report that is generated using the technology.
aquaticDNA	Aquatic Biodiversity Diagnostic	We currently can't manage and monitor biodiversity	- How do you address sampling heterogeneity? - What is your sequencing technology? - Is there non academic (commercial) interest in this? - Who are you selling to and what are their goals? - What does your product/service *look/feel* like to the end user?

aquaticDNA	sensor	Do you have any limitations in scaling this product? for the large area monitoring.	
aquaticDNA	a service to characterize environmental DNA for aquatic species monitoring from 1L of water	state-of-the-art aquatic monitoring is biased and does not allow for accurate species characterization and therefore management of aquatic cultures	cyber-bio-technologies: what does this mean? Needs a little more scientific grounding are the timelines realistic? what is the precedent? where are the main markets? can you put any numbers on cost savings or tangible impact? In particular, environmental impact? I'm not sure I believe that 1L of water will accurately sample diversity -- how many samples do you need?
aquaticDNA	Identify organisms in water sources	Current Detection is not as specific or as fast	Who would most benefit from this technology?
aquaticDNA	Something to do with DNA	Measure biodiversity	

aquaticDNA	It is a service in which they evaluate DNA of aquatic samples.	Monitoring heath of aquatic systems.	How does this compare to current methods? What sequencing methods are you using?
aquaticDNA	A service that is able to more accurately analyze what is in a water supply.	Species detection in water is complex and inconsistent.	I'm not an expert on this topic, but seems like a fitting market.