

Business cofounder

Commercialisation of scientific software

Berlin | Early-stage venture

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I'm Hardip Bhesaniya, founder of HBF Network in Berlin. I'm looking for a business cofounder to help turn AlphaTrack into a useful product and build the company with me.

AlphaTrack is software for segmenting, counting and measuring features in CR-39 charged-particle detector microscope images. An initial prototype exists; its performance on laboratory data and customer demand still need validation.

What I would like you to own

You would lead the market and business work alongside product development:

- Speak with researchers and laboratory managers about their current workflow, costs and difficulties.
- Identify who would use AlphaTrack, who controls the budget and how purchasing decisions are made.
- Compare existing tools and services, then help us choose a focused first customer segment.
- Develop pilot opportunities and test whether customers would pay for benefits we can demonstrate.
- Work through pricing, licensing, onboarding and support; lead the business plan and commercial case for funding.

I want to start with university and research laboratories, then check whether specialist industrial users have the same need. We would test whether licensing with onboarding and support is a workable model.

What the first phase should establish

Over the proposed first twelve months, I want us to establish a clear customer need, agree useful pilot criteria, connect validation results to customer benefits and test a credible route to revenue. The findings should guide the product and any EXIST application.

Who I'd like to meet

Someone who enjoys talking to customers, questions assumptions and can own commercial decisions. Experience in B2B software, scientific instrumentation, technology commercialisation or startup business development would be helpful, especially with laboratory customers.

Cofounder arrangements

HBF Network has not yet been incorporated, and I am currently the sole founder. Funding is not yet secured. We would agree responsibilities, time commitment, equity, compensation and working arrangements together.