

Molecular diagnostics, where and when it matters Roy Rabinowitz

: Company name Kanso Diagnostics * Website <http://www.kansodx.com> * CEO name: Roy Rabinowitz, Ph.D. * * Select a CATEGORY: Bio Convergence

“The Next Pandemic: Are We Ready? Innovation in Infectious Diseases.” You may delete the section instructions, leaving only the bolded bullet title Answers below should not exceed 60 words per question:

- Executive Summary / Investment Rational: Kanso is reinventing molecular diagnostics by bringing lab-grade testing to the point of care. Its proprietary, microfluidics-free Molecular 2-Factor Authentication platform delivers PCR-level results in under 30 minutes at dramatically lower cost. By removing longstanding barriers of complexity and economics, Kanso enables a fundamental shift in how and where molecular testing is delivered.
- Core Technology: Kanso’s proprietary “Molecular 2-Factor Authentication” platform combines isothermal amplification with a second molecular labeling step to achieve PCR-grade sensitivity and point-mutation detection. By eliminating microfluidics, the system simplifies manufacturing, lowers COGS below \$5 per test, and enables affordable, scalable molecular diagnostics in decentralized settings.
- Product Profile/Pipeline: Kanso’s first product is a multiplexed point-of-care molecular test for Chlamydia and Gonorrhea detection. By delivering actionable results in under 30 minutes, it enables same-visit diagnosis and treatment. The platform scales to additional women’s health panels including vaginitis and HPV, with clinical validation in progress.
- Business Strategy: Kanso operates a razor-and-blades model with a low-cost reusable hub and highmargin disposable tests. For the first time in molecular diagnostics, providers can run in-clinic tests profitably, billing existing reimbursement codes while purchasing assays below reimbursement. This shifts testing revenue from central labs directly to providers, driving rapid adoption in women’s and sexual health, with expansion to additional indications.
- What's Next? Kanso is raising its seed round to productize the platform, expand the assay menu, and execute a clinical study. Near-term milestones include completion of the FDA pre-submission and regulatory pathway, FDA- and user-ready design freeze with analytical pilot testing, and finalization of full clinical study design and protocols.