

# Biotechnology Start-Up of the Year

Biomarel

France



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Although communication is essential for sociability, Biomarel recognised that many individuals with disabilities suffered from a lack of reliable, affordable and accessible solutions. Based in Fresnes, the French start-up set about filling this gap in the market by developing medical devices to aid communication and the return to independence for people with disabilities.

Since launching in 2018, Biomarel has developed and manufactured a market-leading communication aid called BMconnect. This flagship product is an ergonomic and discreet wireless medical device that allows people with disabilities to communicate via existing technology using only their head. The device includes several sensors; a gyroscope to move the cursor by moving the head, and two other sensors (optics and breath) to click/select operated via the choice of an eyebrow, chin or breath.

The BMconnect is primarily intended for people with motor disabilities with reduced mobility of the upper limbs without neurological damage. For these people, the products available on the market are mono-functional; carers are almost always obliged to tinker with devices to adapt them to the needs of patients. The BMconnect responds better to the problem because it is multi-pathology and evolves from the same pathology, the device combines several options in a single appliance. It is also compatible with all computer supports (computers, tablets, smartphones, nurse ringtone, reading light, home automation) and under all major operating systems (Windows, Linux, Apple, Android). This means users only need to pay for one singular product.

Biomarel's strength is based on tests with future users. This makes the BMconnect a tool adapted to real needs. Biomarel establish partnerships that allow them to test the device. It will improve the lives of thousands of people by giving them the means to communicate with their loved ones, to use the internet, social networks for culture (reading), find a job, without having to tinker or buy several devices. They can keep their current system; the product adapts to the user and not vice versa.

The judges commend Biomarel for introducing a medical communication device that truly reflects the needs of its users. Judge Andrew Walsh commented: "The BMconnect is ergonomic, adaptive and presented in a user-friendly manner. As an all-in-one solution, the device eradicates the need for multiple products making it both convenient and affordable."



**BIOMAREL**

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