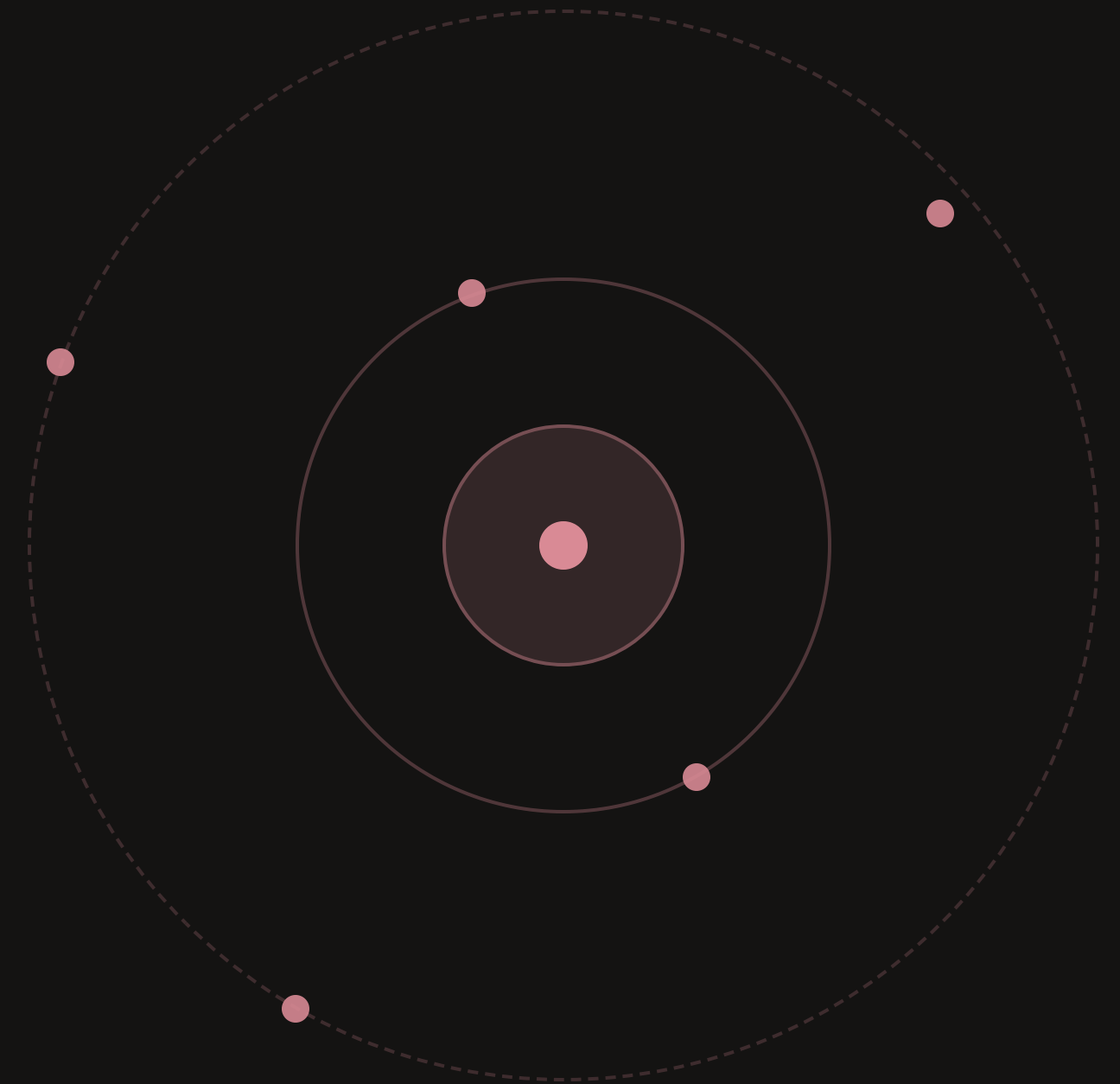


What happens when every core is on *the same marketplace*

Notes from Quebec, where 156 core facilities at 18 institutions share one.

David Gu

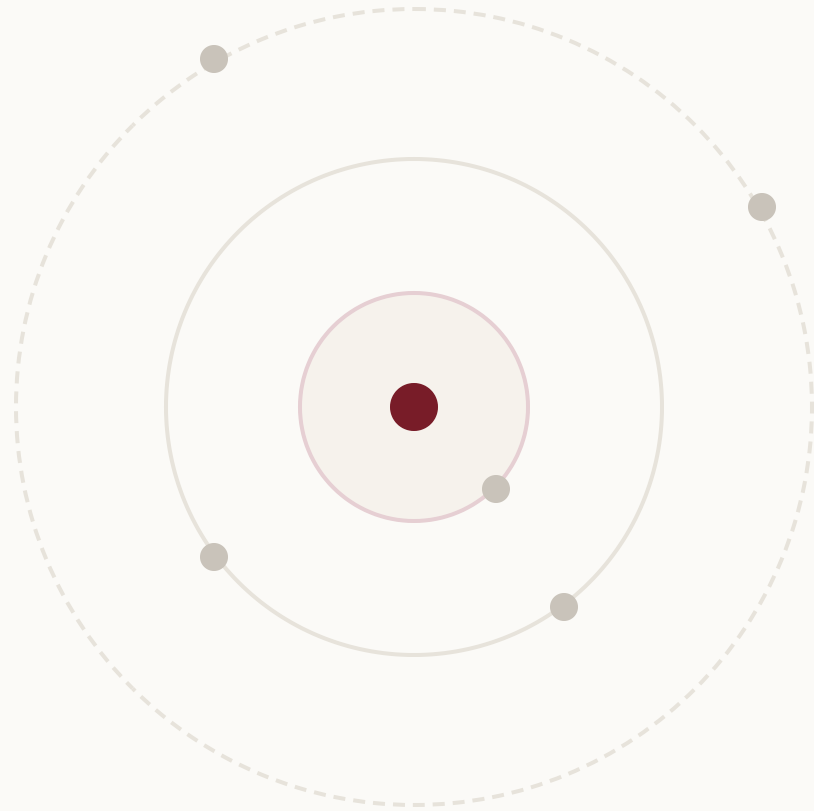
Cofounder, LabGiant



Berkeley · September 30, 2026

THE PROBLEM

Core facilities are invisible *to the people who need them most.*



CAMPUS

The lab across campus

CITY

The startup down the street

REGION

The group at the next institution

The capacity goes unused. *The cost recovery goes with it.*

OUR FIRST BET: FINDING IT

New students don't know the instrument's name. *They know their experiment.*

🔍 “Watch organoids for three days without bleaching them”



Light sheet microscope

Zeiss Lightsheet 7

Live Imaging Platform · Montréal Bioimaging Institute

BEST MATCH

Book

Internal \$45/h

Academic \$70/h

Industry \$140/h



Élise Morin

Imaging specialist

23 publications

Next open: Tuesday, 2 pm

Search in plain words, *or ask your favorite AI assistant to search LabGiant.*

OUR SECOND BET: CHOOSING IT

A stranger’s room feels safe to book. *Your microscope should be just as clear.*

Private room

★ 4.9 · 128 reviews · Hosted by Maya

WHAT THIS PLACE OFFERS

 Wifi

 Washer

 Workspace

 Kitchen

 Free parking

 Self check-in

\$120 × 3 nights

Cleaning fee

Total

\$360

\$40

\$400

Reserve

Confocal microscope

23 publications · Run by Élise Morin

WHAT THIS INSTRUMENT OFFERS

 4 laser lines

 Analysis software

 Data storage

 Live-cell chamber

 Training included

 Staff on call

\$70 × 3 hours

Training fee

Total

\$210

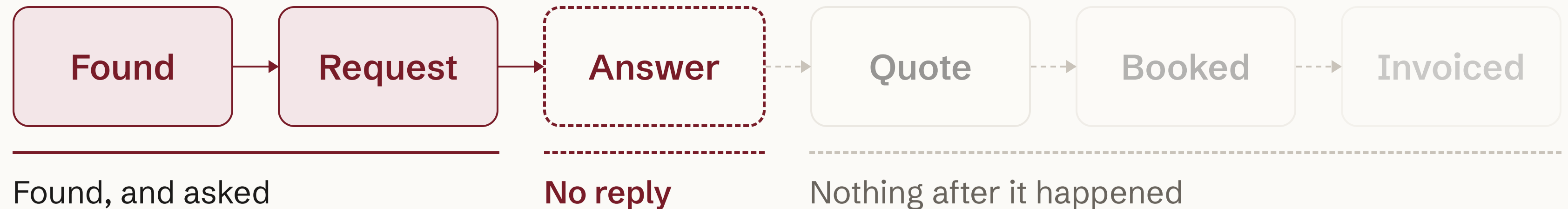
\$50

\$260

Book

WHAT ACTUALLY HAPPENED

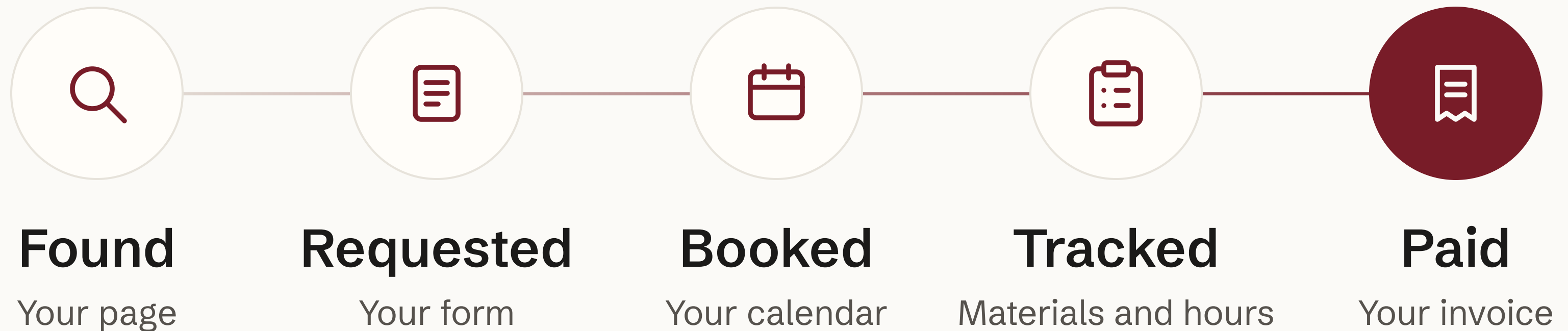
When we started, requests came in. *Many were never answered.*



So we built *everything after the listing.*

WHAT WE BUILT

One place, *from first search to paid invoice.*



Researchers find you here. *Your team runs everything here too.*

ALONG THE WAY: THE REQUEST

Every request arrives complete, *on your terms.*

Half-finished requests



Sample type

How many

Account to bill

Certificate of insurance

A form for each service

Strangers seeing everything



Department

Faculty

Institution

Public

You choose who sees it

Sensitive services



Animal models

Request access

Opens only on approval

Every question your form asks *is an email you never have to send.*

Clients pay however they prefer. *You set the options.*

Campus users on recharge



RECHARGE

Lab account

Internal rate

Billed exactly as today

Universities needing a PO



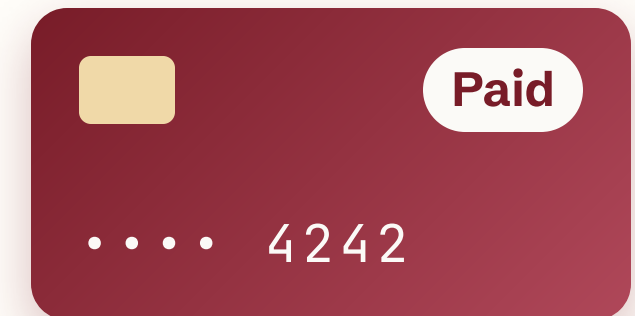
INVOICE

PO 4500012345

External academic rate

An invoice with their PO

Startups that never paid

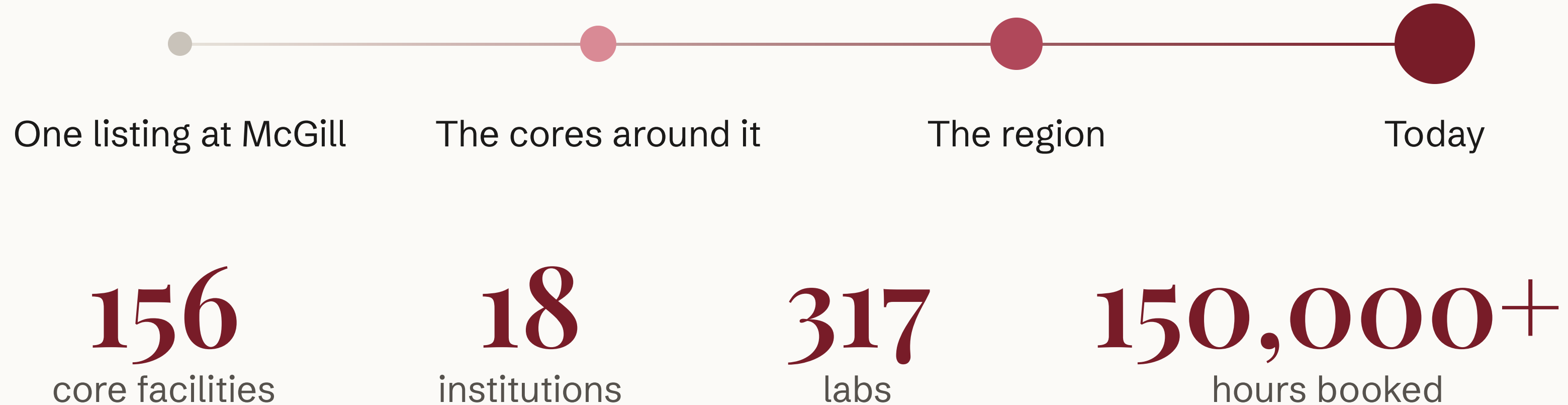


Card, paid when they book

You choose *how each client pays.*

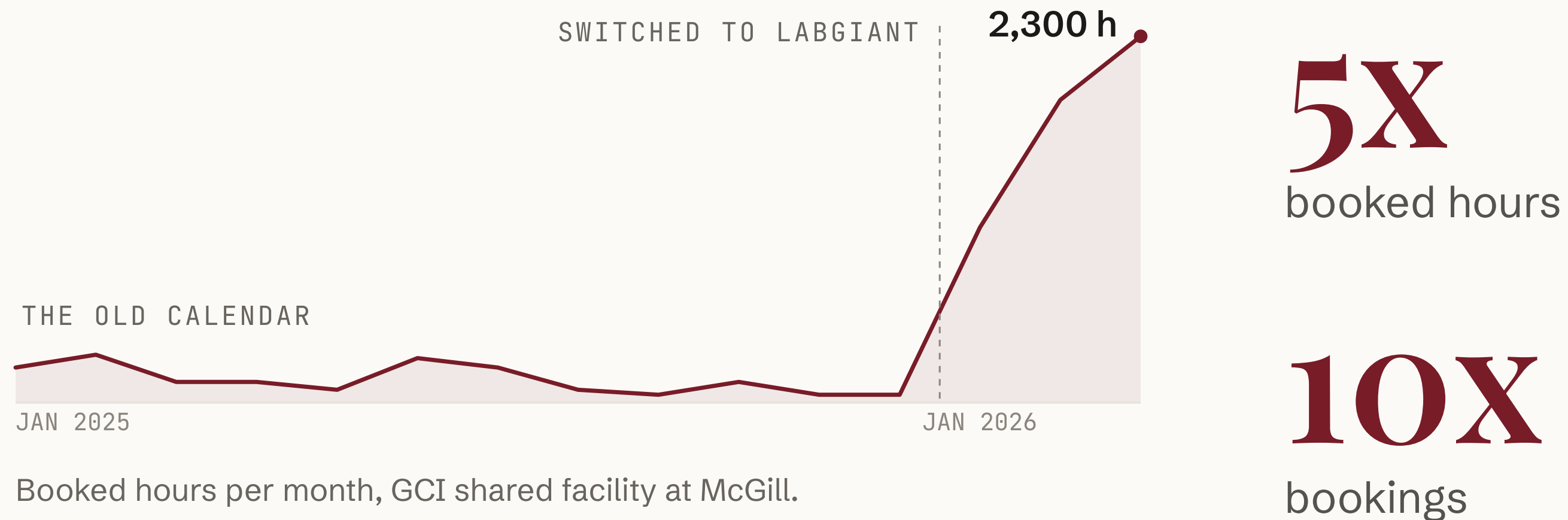
HOW IT GREW

One facility at McGill. *Then the region.*



WHAT IT DID: ON CAMPUS

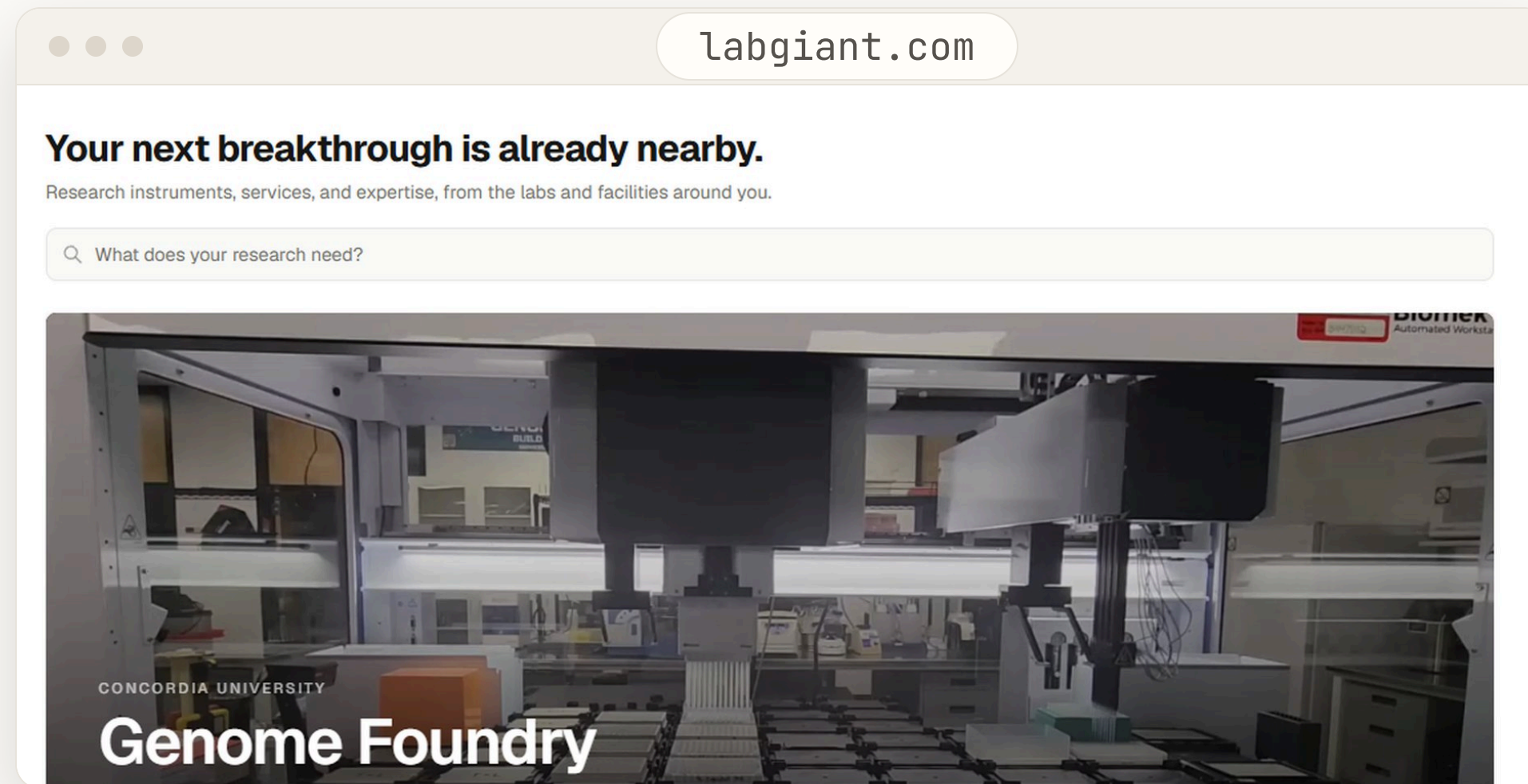
Most cores were invisible *on their own campus.*



Same instruments. Same staff. *Five times the hours carrying the cost.*

WHAT IT DID: BEYOND CAMPUS

Found by researchers *across the country.*



8,000+
researchers across Canada

45,000+
searches a month

25%
of hours booked from off campus

No login. Anyone can look.

WHAT IT TOOK FROM US: TRUST

Built to pass *your IT office's review.*



Security

- ✓ Encrypted in transit and at rest
- ✓ Campus single sign-on
- ✓ Third-party pen-tested



Privacy

- ✓ Access set by you
- ✓ Never shared across facilities



Compliance

- ✓ SOC 2 Type II
- ✓ Signs UC Appendix DS
- ✓ US data hosted in the US



Built on the same infrastructure that secures banks and hedge funds.

WHAT IT TOOK FROM US: A FAIR PRICE

Listing and search are free.

After that, it depends on who books.

FOR EVERYONE

Free

Listing and search

For every core and every researcher

OUTSIDE CLIENTS ONLY

\$0

to you. Clients pay 3% on top

Plus standard card fees when paid by card

YOUR CAMPUS USERS TOO

\$6,000

a year, flat

Campus bookings and billing included

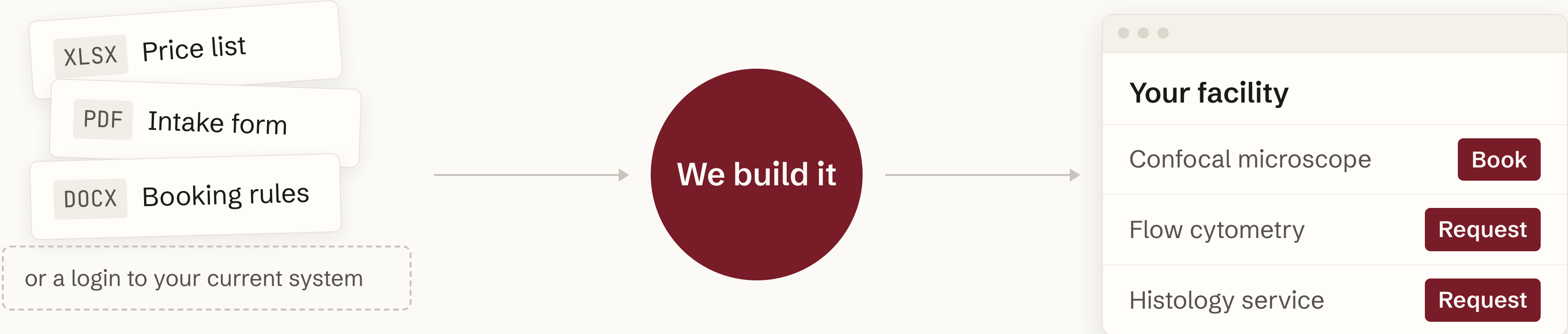
EVERY TOOL COMES WITH BOTH

- ✓ Calendar and bookings
- ✓ Custom intake forms
- ✓ Hours and materials
- ✓ Quotes and invoicing
- ✓ PO and card payments
- ✓ Setup, done by us

Campus recharge *is never charged a percentage.*

WHAT IT TOOK FROM US: THE SETUP

Send us what you have. *We do the rest.*



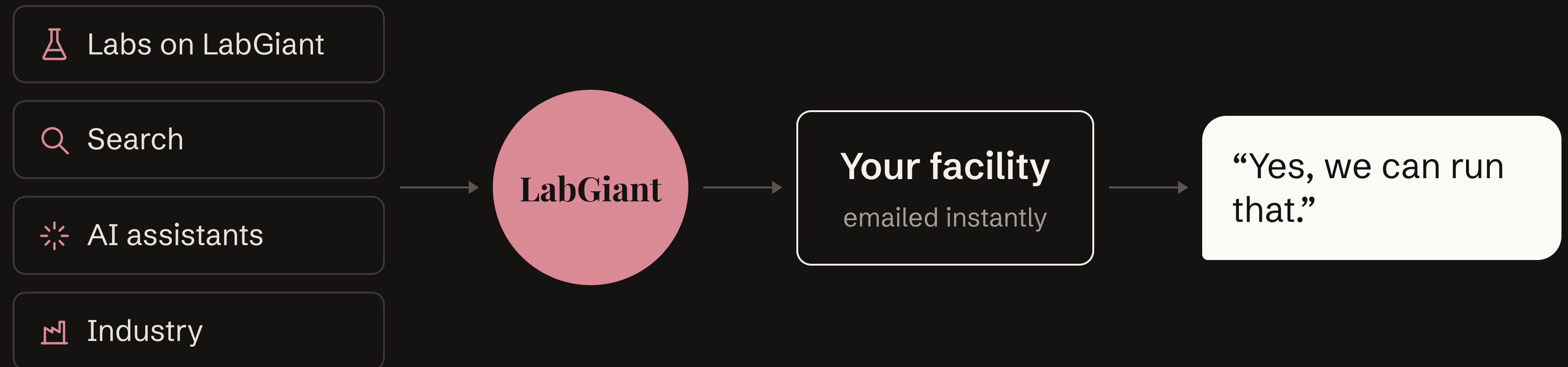
Live in 30 days, or free

Your system keeps running

Required system? Keep it

WHAT IT TOOK FROM EVERYONE

We bring the requests. *You answer them.*



Free for every core. *All we ask is an answer.*

WHERE IT GOES NEXT

California, *starting early 2027.*

Here's what we'll
do *for your core.*

-
- 01 Put your core in front of the whole state.**
One search across every campus, and in the AI assistants they use.
 - 02 Open your core to California industry.**
Companies of every size find your services, and pay however they prefer.
 - 03 Take the business side off your plate.**
Page, forms, quotes and invoices. Set up by us, live in 30 days.
-

Free to join. *Let's build it together.*

Someone twenty minutes away
needs your core. *Let's make sure
they find it.*

Set up your core today.

Free to list. Send us what you have, we do the rest.

Or find David, Chen and Andrew at the LabGiant table.

labgiant.com/start