

ELDICO Scientific strengthens its sales team

The start-up from Park Innovaare has assembled the prototype and is now pushing sales. Two years after its founding, the Aargau-based company already has eight employees.

Villigen (PARK INNOVAARE, PSI/West), 12 May 2021 - ELDICO Scientific, a manufacturer of innovative electron diffractometers based in Park Innovaare, the innovation park at the Paul Scherrer Institute (PSI), is expanding its sales team. With Arianna Lanza and Danny Stam, two experienced experts are coming on board. Both are familiar with the technology and are to drive the Europe-wide sales activities. Thus, two years after its founding, the Aargau-based start-up already has eight employees. Further hirings are planned.

Following the successful assembly of the prototype, the public launch of the world's first electron diffractometer is imminent in August 2021. **"The high demand in industry and science for high-performance analytical instruments for the nanoscale is already leading to numerous customer enquiries for ELDICO's electron diffractometers. In order to be able to process these quickly, we are expanding our sales team in a targeted manner. With Arianna and Danny, we have been able to gain two outstanding specialists who can make a decisive contribution to our commercial success,"** explains **Dr. Eric Hovestreydt, founder and CEO of ELDICO Scientific.**

Arianna Lanza has a PhD in chemistry and many years of experience in electron diffraction. She obtained her doctorate at the University of Bern and at the Paul Scherrer Institute (PSI). Before joining ELDICO, she was a research associate at the Center for Nanotechnology Innovation of the Istituto Italiano di Tecnologia in Pisa (Italy), in Mauro Gemmi's research group, which is world leading research group in electron crystallography. At ELDICO, she will perform test measurements for our customers as Scientific Application Manager.

Danny Stam is an experienced sales professional in the field of crystallographic applications and technologies. A chemist by training, he has more than 20 years of industrial experience in technology companies such as Core Labs (R&D), Avantium and Technobis. As a result, he is familiar with nanoanalytics and can convincingly explain the advantages of electron diffraction. As Sales Manager, he will convince a large and continuously growing international audience of the advantages of the ELDICO electron diffractometer and realise ambitious sales targets.

ELDICO will launch the first electron diffractometer specifically designed for nanocrystallographic investigations. ELDICO plans to be able to deliver the first device to its customers in summer 2021. In a second step, the start-up plans to rapidly expand production. The ELDICO team is supported by suppliers and development partners such as Axilon and SmarAct from Germany and the world's leading manufacturer of 2D detectors Dectris from Baden (Switzerland).

Nanocrystallography has a broad field of application, but specific devices do not yet exist. Future users of ELDICO technology include research institutes in science and industry, pharmaceutical companies and contract research organisations (CROs), agrochemical companies and industrial companies in fast-growing markets. Examples are the nanotechnology market or the electromobility market with its energy storage media such as lithium-ion batteries or applications in environment and sustainability such as carbon capture and storage.

Image description:	Dr. Arianna Lanza and Danny Stam, new team members of ELDICO Scientific.
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About ELDICO Scientific AG

ELDICO Scientific AG (The Electron Diffraction Company) is a Swiss hardware company founded in 2019 and based in the [Switzerland Innovation Park Innovaare](#) at the Paul Scherrer Institute (PSI), a world-leading research institute for natural sciences and engineering. ELDICO develops manufactures and markets novel electron diffraction instruments for crystallography, enabling sub-micron nano-crystalline solid state analysis. Specific instruments do not exist on the market today. ELDICO will launch the first instrument specifically designed for nano-crystallographic investigations. Proof-of-concept was achieved in 2018 (ETH Zurich, C-CINA Basel) on scientifically and industrially relevant samples. It was published in 2018 and awarded Top 5 "[Breakthrough of the Year 2018](#)" by the leading science magazine SCIENCE. In 2020, ELDICO took 2nd place in the prestigious Pioneer Prize awarded by Technopark Zurich and the Zürcher Kantonalbank (ZKB). www.eldico-scientific.com

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