RevMedica
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Industry:
Medical Device

Management: All former Medtronic
- CEO - Thomas Wenchell
  - 79 patents in med-device
- CTO - C. Robert Satti, III
  - Chief Architect for Mfg. process
- VP BusDev. - Norm Bilsbury, Ph.D.
  - Salesperson of the Year, 2007

Clinical Advisory Board:
- Dr. Mitchel Roslin, MD
  - Northwell Health
  - Director, Bariatric Surgery
- Dr. Bradley Needleman, MD,
  - Ohio State University
  - Director, Center for Minimally Invasive Surgery

Legal:
- Corporate – Wiggin & Dana
- IP – Neil Gershon

Finance: ($600K Seed Round)
- Offering $425K Convertible Note
- $175,000 closed to date
- Investors: Angels, Friends & Fam.

Regulatory Pathway:
- FDA 510(k) Clearance

Target Market:
- $4.3Bn – Total Market
- $2Bn – MIS Specialty
- 8% CAGR

Projected Revenues:
- FY21 - $1MM (Pilot Launch)
- FY22 - $8.6MM
- FY23 - $19.5MM

Achieved Milestones:
- Alpha Prototype Completed Q4 2018
- 3–USPTO Published Pat. Q1 2019
- 2 – European PCT's

Company Overview:
With the aim to disrupt the MIS-stapling $4.3B market, RevMedica is redefining the Operating Room value stream by creating the world's first powered and reusable surgical-devices that do not require cleaning or sterilization.

Problem/Opportunity
Current powered-surgical-device offerings have failed to holistically address multiple issues such as: safety, control, precision, simplicity, affordability and eco-friendliness. This has resulted in increased intraoperative risk, unwanted pressure on critical arteries, inefficient procedures and frustrated clinicians. Further, duopolistic price-bundling strategies hold healthcare hostage to undesirable contracts resulting in higher prices, a lack of choice and access-to-care issues. Alarmingly, today's powered options are inherently costly to manufacture, inefficiently designed, fail to deliver critical functionality and result in both narrow margins and uncaptured profits. The most popular powered device is used on a "one and done" basis whereby lithium batteries and circuit boards are regularly discarded leaving a significant toxic footprint on the environment. A second powered option is overly complex, important functionality isn't "precise to touch", there are too many working parts and certain reusable aspects introduce potential for infection. In sum, multiple uncaptured efficiencies and functionalities are lost within the current offerings.

Solution and Competitive Advantage
Incumbent designs are reusable or disposable. Our solution is a hybrid. We maximize reusable elements and minimize disposables. The RevMedica™ endo-stapling system includes:

- Detachable, interchangeable & reusable power-train (motor): a "platform" to power multiple devices, @ up to 300 surgical procedures per power-train
- Aseptic and sterile introduction of power-train into single-use handle in the operating room
- Detachable, reusable and interchangeable battery.
- Single-use, disposable handle precise-to-touch & sterile.

The competitive advantage(s) include:
- Surgeons gain control, precision and confidence
- 40% cost savings for consumers, up to $800MM p.a.
- Economic outcomes for industry by improving profits
- Reduce footprint of electrical & battery waste 300x
- Gain logistical & capital efficiencies in purchasing
- Eliminate the chance for infection between patients.