

Entrepreneurial ID «venture leaders» 2010



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Project/ Company name: NeMoDevices AG

Short description: NeMoDevices develops revolutionary neuromonitoring systems to optimize diagnosis and treatment of patients with stroke and brain injuries

Web site: www.nemodevices.com

Industry: Medical Technologies

The Start-up	
Status : Company, founded in 2007, R&D phase	Company / team size: 4
Product / service: NeMoDevices, founded in 2007 as a spin-off company from the University and ETH Zurich, provides a revolutionary neuromonitoring system with two disposable products: a minimal invasive probe (NeMo Probe) and a non-invasive patch (NeMo Patch) that delivers reliable absolute values of cerebral blood flow together with additional parameters like intracranial pressure and oxygenation.	
Target customers: Clinical specialists in neurosurgery, neurology, interventional neuroradiology, intensive and emergency care, anaesthesiology	
Financing: Up to now company financing has been provided by the founders and convertible loans amounting to 1.5 Mio CHF in total. For R&D purposes third party money in the total amount of 1.5 Mio CHF could be acquired. In order to come to the market with its products, NeMoDevices is currently in need of financing in the total amount of 5.5 Mio. CHF.	
Growth objectives: A yearly market size of 890 Mio CHF for the disposable NeMo Probe and an additional 360 Mio CHF for the disposable NeMo Patch is estimated. We expect sales revenues of 100 Mio. CHF for year 5 after market entry and an annual growth rate above 200%. The number of full-time employees is estimated to grow to 10 until 2014.	
US objectives:	
<ul style="list-style-type: none"> • Establish contact to major players and potential strategic partners in the US for market entry, distribution and/or trade sale (e.g. Medtronic, Codman/Johnson&Johnson, Integra, General Electric) • Make contact to venture capitalists, business angels, stakeholders (potential member of board of directors, advisory board) experienced in the medical devices sector • Contact to regulatory authorities (FDA) 	
Description:	
The company is dedicated to optimizing diagnosis and treatment of patients with stroke and brain injuries in order to save lives and improve patient's quality of life. Our business model is based on a razor-blade principle. NeMoDevices' technologies are based on near infrared extinction and provide two single-use products: a minimal invasive probe (NeMo Probe) and a non-invasive patch (NeMo Patch), which allow monitoring brain blood flow and oxygenation in the Intensive Care Unit. By providing up-to-date and highly accurate key parameters at the bedside, the NeMo System enables a paradigm shift comparable to the one from visual flight in fog to instrument flight. Thanks to the availability of NeMo System's monitoring, decisions about treatments and therapeutic interventions can be made earlier, more accurate and with significantly higher confidence.	

The venture leader (and his team)
Interdisciplinary teamwork between clinicians from the University Hospital, researchers from ETH Zurich and its own engineers lies at the heart of the value chain and NeMoDevices' successful developments. This collaborative setup creates great potential for extending the family of patents protecting the inventions of NeMoDevices. NeMoDevices is operated by the founder, <u>Emanuela Keller</u> (MD University of Zürich; Head of Neurointensive Care Unit). Clinical use, studies and marketing will be driven by her worldwide contacts to clinical opinion leaders. <u>Markus Muser</u> (electrical engineer, ETH Zürich) and experienced as industrial engineer in a start-up, as the CTO, is responsible for the coordination of the prototype development. <u>Stefan Wengi</u> (master of science and student at Dep. MTEC (Management, Technology & Economics) ETH Zürich) and former CTO in a start-up company, as the COO, is responsible for the business development. <u>Juerg Froehlich</u> (electrical engineer, ETH Zürich), senior scientist Lab. for Electromagnetic Fields and Microwave Electronics, ETH Zurich is responsible for the ongoing research projects and product pipeline.