

TechMatch on line questionnaire 1/26/2008

Name
Company
Address 1
Address 2
City
State
Zip
Phone
Fax
Mobile

Party applies for participation with TechMatch at its program of _____. Party understands that he or she may not be chosen to participate. Party also understands that he or she should not publicly disclose its information at the show that is not public knowledge.

Disclaimer: Party makes no warranties or representations regarding the accuracy of the data disclosed, or whether the intellectual property (the "Property") that is disclosed to the receiving party, infringes or wrongfully discloses any Patents, Copyrights, Trademarks, or other intellectual property rights. The data is disclosed AS IS WHERE IS AND WITH ALL FAULTS.

The Party states that he or she, has not disclosed any information related to the Property that is not already knowledge available to the public. Information related to the Property may be shared with counsel, accountants and other advisors in connection with the disclosure. (Optional)

In less than 50 words, why should anyone fund my startup/company?

(example) - Our proprietary drug binding coating for drug eluting stents enables a lower-cost, increased-reliability, self-eluting stent. The 7x increase in reliability and lower cost will enable our company to capture a significant fraction of the billion dollars a year stent market.

Description of technology: *(example)- The technology provides a better way to apply drug coatings to coronary stents, and assuring accurate release over time with nearly zero potential for variation or failure over the stent life.*

Description of application(s): *(example) - Initially drug coated Coronary stents. There is a potential application in other long term time release of drugs where reliability is critical.*

Key team members:

(example)- Joe Exec - 15 years experience in medical device industry who's last position was senior vice president of marketing for Cardiodevices.

(example) - Dr. Iva Heart – 22 years experience in coronary surgery medical research at Ivory Tower University.

(example) - Dr. Doug Bound – 17 years experience in molecular drug binding chemistry at Ivory Tower University.

Proprietary Nature and IP protection: *Patents pending for less than fourteen months on manufacturing process and material used; it is presently a trade secret. Expecting one or more patents to issue in 1 year.*

Background Information: *(example) - Four years ago, the team recognized the need for a lower cost stent and decided to apply their extensive experience in time release coatings, materials, and stent manufacturing processes to solve the problem. One unexpected result was an improvement in reliability over prior stents.*

Stage of development: Conceptual __; Proof of Concept __; Prototype __; Manufacturing Prototype__ Released __

Regulatory issues: *(example) - Requires FDA and UL approval – No application made to date.*

Value proposition, target market(s), sizes: *(example) - The product will replace current devices providing equal or better performance at 80% of current selling price. The target market is coronary drug-eluting Stents. The market size WW is approximately \$2 billion.*

Competitive landscape: *(example) - Major competitors are Cardio and NewStent. Their product is FDA approved. Several other large US and European companies have applications in progress. In our estimate our cost advantage is sustainable for at least 5 years. Distribution channels could be an issue.*

Funding summary – amount raised to date, current funding sought and future capital requirements:

(Example) - To date, the company has been funded by a combination of founder sweat equity and cash investment and small angel investors. A total cash investment of \$300K has been received in the company.

The company is seeking 4M dollars to fund first trials as part of the FDA approval process and to begin development of sales channels and marketing.

The company will require an additional \$15M dollars before FDA approval is completed and revenue generation begins.

Revenue projections:

Revenue projections begin during year 4 post financing \$15M with year 5, 6, and 7 being projected at \$25M, \$130M, and \$350M, respectively.

Customers/Partners:

No customers have been approached; however, preliminary discussions have been held with Cardiodevices to become a development partner for the clinical trial stage.

Other comments:

Company founder Joe Exec has a long standing relationship with CEO of Cardiodevices.