



Defense Innovation Technology Acceleration
Challenges (DITAC)
National Harbor, MD, US



Non-contact Tissue Viability Assessment
(NTVA)

October 8, 2019



Company Information:

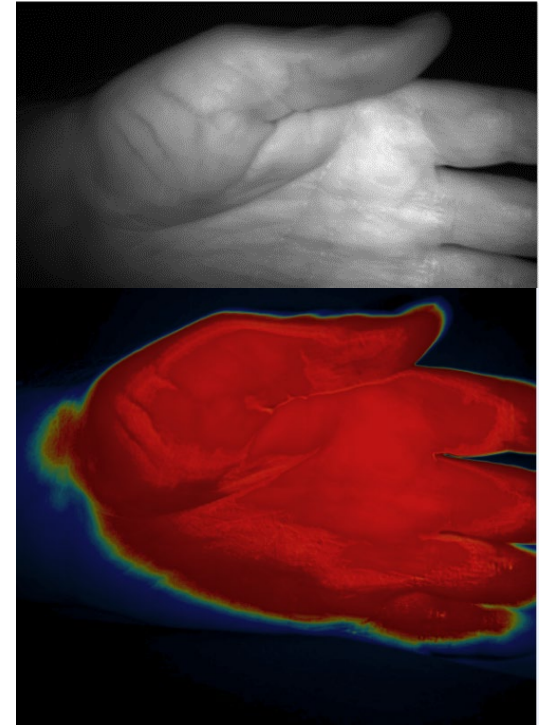
- Vivonics, Inc.
- Founded in 2012
- Bedford, Massachusetts
- www.Vivonics.com
- 12 employees
- Vivonics develops medical technologies that improve human health and performance





Technology Information:

- Current Stage of Development: Phase I SBIR complete – Feasibility Established
- TRL – 3 (Proof of Concept)
- NTVA is a compact, portable, low cost imaging system that provides real time information about the healthy state/condition of the imaged tissue by measuring hemodynamic parameters, and does not require special skills to operate





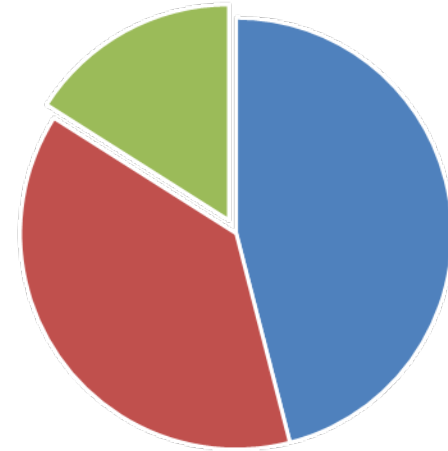
First Generation Military Application:

- Medical Device to Assess the Viability of Tissue Prior to Skin Grafting
- To develop, design, and demonstrate new technology that will allow surgeons (Role 3/4, Burn Units & Acute Care Hospitals) to precisely, quickly, and objectively assess the viability of tissue in order to evaluate the effectiveness of the excision of necrotic tissue prior to skin grafting.
- Previous Funding : W81XWH-17-C-0169 (DHA17A-006)
U.S. Army Medical Research Acquisition Activity Phase I

Market Opportunity:

- Model: Capital sales and annual software maintenance
- Initial entry point: Burn market
- ~700 units over 5 years at \$20,000
- 5-year Revenue = \$13.9M
- Secondary Entry Points: 6x greater opportunity

Chronic Wound Sales



■ Surgical/Trauma Wounds ■ Skin Ulcers ■ Burns



Ability to Deliver: Vivonics

- Vivonics comprises a core group of engineers and scientists, specializing in a wide range of disciplines including biomedical, mechanical, electrical and software engineering. Our team is strengthened by a network of world-class clinical and academic collaborators.
- Vivonics has a strong track record of licensing or selling its products to strategic partners and is currently seeking funding to bring core products directly to the market.
- Since its founding in 2012 Vivonics has partnered with NIH & DoD on over 50 contracts and grants.



Vivonics is seeking:

- A strategic partner to further develop NTVVA with us, including:
 - Development, fabrication, and demonstration of a compact, portable, fully integrated solution
 - Clinical study design and review with the FDA
- Timeline & Budget: 24 months and \$2M



Thank You!

Vivonics, Inc.

Kristian (Kris) DiMatteo

781-373-1930 x226

kdimatteo@vivonics.com

www.Vivonics.com

