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U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES

National Institutes of Health



National Institutes of Health Commercialization Assistance Program  
(NIH-CAP)

## Company Profile

**Industry Sector:** Medical Devices

**Company Overview:** TechniScan Medical Systems (TMS) is a privately held medical device company engaged in the development and commercialization of Whole Breast UltraSound™ (WBU™), a revolutionary ultrasound imaging system designed to aid in the effective diagnosis of breast cancer. TMS' imaging system is designed to provide physicians with a new, non-invasive, diagnostic imaging tool that will provide detailed information about the anatomy (i.e. physical structures within the breast) and pathology (i.e. the condition of breast tissues). The system is intended to be used as an adjunct to mammography initially as an automated ultrasound and ultimately as a diagnostic tool to assist physicians to more effectively differentiate normal or benign from malignant tissue in the breast.

**Key Development Partners:** Esaote: direct financial support, OEM support for reflection components, and European distribution. Sun Microsystems: back end hardware and software to support the service business model.

**Target Market(s):** High throughput mammography centers.

## Key Value Drivers

**Technology:** TMS has developed a unique method, known as Whole Breast UltraSound (WBU™) imaging, for calculating ultrasound characteristics of speed and attenuation of sound traveling through human breast tissue. TMS also incorporates a new, 3-D version of b-mode ultrasound, into the WBU™ imaging platform. The unique combination of these imaging modalities will provide physicians with a new way of looking at ultrasound images, as well as new information about the actual bulk tissue properties that they are examining.

**Competitive Advantage:** The WBU™ system uses proprietary, patented software algorithms that utilize the mathematics of inverse scattering to produce transmission images based on the speed and the attenuation of sound through the breast.

**Plan & Strategy:** We are seeking investment to complete our current round of financing. To date TechniScan has raised almost \$30 million in equity funding including a \$13.6 million round closed in Feb. 2008, led by strategic partner, Esaote.

\*Technology development has been funded by more than \$4 million in grants from the National Cancer Institute and being commercialized under the NIH-CAP.

## Management

### Leadership:

David Robinson, President and CEO

Barry Hanover, Chief Operating Officer

Steve Johnson, PhD, Chief Scientist

Glen Young, MBA, Chief Financial Officer

Karleen Callahan, PhD, Director of Clinical Research

David Burya, Director of Manufacturing and Product Integration

### Scientific Advisory Board:

*Yuri Parisky, MD*, Director of Medical Imaging, Mammoth Hospital – Mammoth, CA;

*Catherine Babcook, MD*, Director of Breast Imaging, McKay-Dee Hospital, Ogden, UT; *Michael Andre, PhD*, Chief of Physics and Engineering Division, UCSD.;

*James Greenleaf, PhD*, Professor of Biophysics, Mayo Medical School, Rochester, MN

## Product Pipeline

The Whole Breast UltraSound (WBU™) system is a “platform technology” that will allow us to integrate new modalities as well as treatment and therapy into the existing system platform. Currently NIH has funded two Phase 1 Small Business Innovative Research Grants to extend the platform nature of our system into other imaging related to ultrasound using thermodynamics and backscatter density algorithms.

Other more advanced applications are in early development including integration of High Intensity Focused UltraSound (HIFU) and therapy approaches. Our partner Esaote is providing development support, technology and expertise to assist in the development of treatment and therapy options into the WBU platform.

Last, the Company is developing an innovative new business model for the capital equipment market that we believe will have a lasting impact to the imaging market and specifically to breast imaging. We have partnered with Sun Microsystems to develop the back-end systems required to support our approach to this market.