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CANADIAN TECHNOLOGY ACCELERATORS



Boston CTA 2023 DealBook

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Boston CTA Team



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INTRODUCTION

Meet the Boston CTA Class of 2023

Now at its 23rd edition, the Boston Canadian Technology Accelerator (CTA), an award-winning program, provides fast-growing and promising Canadian start-ups with the market intelligence, strategic guidance, and access to key stakeholders they need to succeed. Boston is a key innovation market, with the number one biotech cluster in the world, and its leadership position goes well beyond the life sciences sector. With its established ecosystem and high concentration of strategic partners, investors and clients, New England provides tremendous opportunities for Canadian companies.

This year, we have had the pleasure to work with 11 (eleven) smart and entrepreneurial start-ups bringing tremendous Canadian innovation in life sciences (Biotech, Medtech, Diagnostics, and Digital Health), real estate, and AI (Artificial Intelligence). Each of our CTA companies have been partnering and working with experts to develop their understanding of pitching, fundraising, sales, marketing, intellectual property, and many other important considerations for doing business in the US.

Through this dealbook we are proud to introduce you to our CTA companies, their progress, plans, and aspirations. We welcome the opportunity to develop matches and connections that meet the vital investment interests and strategic needs of our CTA participants and future investors.



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Able Innovations

Able creates robots that automate injury-prone tasks, protecting healthcare staff.

Toronto, ON | ableinnovations.com



MARKET SIZE

\$4 billion

Lateral transfers in North America represent a \$4 billion USD opportunity per year as calculated employing a bottoms-up researched approach.

IMPACT

Able Innovations seeks to eliminate inefficiencies related to conventional/unsustainable patient transfers, costing the North American healthcare system in excess of \$20 billion USD per year.

Product Summary

Able Innovations™ is a robotics company commercializing technology that allows front-line healthcare staff to do-more-with-less. Able's ALTA Platform™- automates one of the most labor-intensive tasks in healthcare- patient transfers (e.g. moving a patient from bed to stretcher). Currently, it takes 2+ staff to exert back-breaking effort to transfer a patient. With the ALTA, one staff member can transfer patients at the push of a button. Able's solution is well received by hospital systems as a mechanism to retain scarce staff, demonstrating an interest to protect them from injury and burnout.

Target Market

The company's customers are hospital systems in North America. Close to the problem of inefficient patient transfer and keenly interested in the ALTA Platform are key opinion leaders in the following areas within hospital system organizations: HR, Finance, Diagnostic Imaging, Occupational Health & Safety, Nursing Leadership, Patient Advocacy/Services, Complex Care, Skilled Nursing, Palliative Care, Surgery, C-level Leadership.

Seeking

Able Innovations seeks value-aligned investors to support the company's growth. The company faces considerable interest from leading healthcare systems in North America and must grow in a responsible manner to meet demand. Able will raise a round in the realm of \$10M USD to scale manufacturing, sales and operational capacity. In parallel, ongoing R&D efforts are required to bring unique, unprecedented value to the industry in the form of new solutions in the company's roadmap.

Additionally, Able is looking for innovative US hospitals to implement the ALTA Platform.

Key Milestones

- Secured sales in the hundreds of thousands for the ALTA Platform.
- Raised \$3.5 MM USD investment plus ~\$3.5 MM USD grants.
- Probability weighted pipeline +\$3MM USD. Interest from top systems: VHA (2nd largest hospital in the world), UHN (#1 in Canada), members of Mayo Clinic Innovation Exchange.

Top Takeaways

- 1 The ALTA Platform contributes to solving the most urgent problem in healthcare today (staff shortages). See the voice of the customer here: [youtube.com/watch?v=8apX6QS_YbY](https://www.youtube.com/watch?v=8apX6QS_YbY)
- 2 The company's founder and CEO, Jayiesh Singh has witnessed his loved ones suffer due to injury from handling patients in the healthcare profession. This is the motivation that inspires Able Innovations.
- 3 Able has the vision and capabilities to create an ecosystem of uniquely differentiated robotic solutions that enable greater independence for aging individuals and the continued sustainability of the healthcare industry.

Representatives



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Bidmii International Inc.

Renovations with your money protected.

Toronto, ON bidmii.com/

Product Summary

Bidmii is a home improvement marketplace that guarantees payment security for each party by holding payments in trust, eliminating stolen deposits for homeowners and reducing contractor accounts receivable by 98%.

A homeowner posts a project on the platform, contractors bid on the job, homeowner reviews bids, makes a selection and places payment in trust with Bidmii, contractor completes the work, homeowner confirms, and only then will Bidmii release the funds from escrow to the contractor within 48 hours.

Target Market

Homeowners and property owners seeking renovation and remodeling services, valuing skilled contractors, diverse options, and determined to avoid becoming part of the \$6B in deposit theft losses for homeowners in 2023.

Contractors looking for a platform that simplifies lead generation, client communication and project management, allowing them to focus on delivering quality services and expanding their customer base, shielding them from potential losses of 10B due to unpaid invoices in 2023.

Seeking

We are seeking strategic partnerships with key players in the home renovation industry to facilitate our US market entry. Concurrently, we are inviting potential investors to join us in fueling our expansion. Funds raised will be strategically allocated for targeted advertising, team expansion, and crucial integrations with channel partners, all vital components in propelling our growth trajectory.

bidmii

MARKET SIZE

\$9 billion

\$9B in the US (IBISWorld, Bidmii)

IMPACT

As we aim to reach our next milestone of achieving \$1M ARR by the end of 2024, we will have successfully safeguarded \$2M in homeowner funds, preventing theft, while also guaranteeing that contractors receive their rightful payments.

Key Milestones

- >\$1M in home improvements completed on Bidmii; >7,000 homeowners and contractors onboarded posting >3,000 projects and >7,500 bids on the platform;
- Awarded 3rd place Innovative Product of the Year of 2022 by the Canadian Construction Association.

Top Takeaways

- With home improvements being the #1 riskiest scam, and demand for skilled trades at an all time high, we are well positioned with our trusted proprietary software.
- Bidmii's escrow system and non traditional pay-per-lead model leads rewards quality interactions, fostering trust through purchase-verified reviews. This leads to higher conversions, and mitigates issues related to low-quality leads and the low customer satisfaction related to lead reselling.
- Bidmii is on track to achieve its next milestone of \$1M in ARR within 12 months.

Representatives



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Estateably

Effortless Estate & Trust Accounting and Administration
Software for Professionals

Montreal, QC estateably.com

ESTATEABLY

MARKET SIZE

\$4 billion

Professional Estate & Trust Administration is a \$4B industry with the inter-generational wealth transfer being a \$68T opportunity over the next 30 years (Cerulli Associates)

IMPACT

We are working to reduce the time professionals spend on tedious tasks by over 50% and become the industry standard for Estate and Trust administration throughout the intergenerational wealth transfer.

Product Summary

Estateably is the leading cloud-based platform enabling professionals to streamline their estate and trust administration practices. Professionals save time through the automation of probate forms and precedent letters, the ability to manage inventory and contacts with easy-to-use accounting and one-click reports. The platform is used by over 800 firms and over 2,500 practitioners across Canada and the United States. Estateably is SOC2 Type II certified and has been voted as the top estate and trust administration software by Canadian Lawyer Magazine. Learn more at www.estateably.com

Target Market

Estateably works with professionals across three main sectors: legal, accounting and banking. Law firms and accounting firms use Estateably to manage portions of the administration process such as filing for probate, managing inventory items and generating court-formatted accounting reports with one click. Financial institutions use Estateably to manage the entire estate or trust's administration with additional compliance, task management and integration functionality for a tailor-made solution.

Seeking

Estateably is looking to raise \$5M to build on our product-market fit with over 800 firms using Estateably across Canada to expand our footprint in the US market. With a market landscape identical to what we've seen in Canada of legacy, non-cloud-based providers dominating the market Estateably is positioned to rapidly grow our customer base in the growing number of supported states.

Key Milestones

- Over 15,000 individual probate submissions filed with Estateably
- Over 800 customers with less than 5% lifetime churn
- NPS score of 81 with over 400 respondents

Top Takeaways

- 1 We are excited to be building on the momentum and product suite we've launched in Canada. With only one full time sales and one full time marketing role currently at the company we are eager to invest more in our go to market to offer our industry leading solution to more professionals.
- 2 As our product suite and geographical reach grows Estateably is poised to become the standard for administration and accounting software in a space that is rapidly growing while experiencing little to no innovation in the past decades.

Representatives



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Genomadix

Genetic testing on the move

Ottawa, ON

genomadix.com



MARKET SIZE

\$1.52 billion

The immediate market for Genomadix's FDA and CE-IVD cleared CYP2C19 genotyping in stroke is \$1.525B annually for the more than 12M new strokes each year globally.

IMPACT

With only our first precision medicine test for stroke, Genomadix can reduce global secondary stroke, a leading cause of disability and death, by 6.6%

Product Summary

The Genomadix Cube is a fast, accurate, and portable molecular analyzer. The Cube uses the same gold standard of Polymerase Chain Reaction (PCR) technology as a full service lab – without the bricks and mortar. The power and accuracy of PCR is now decentralized, bringing portable lab testing to the masses.

Target Market

Genomadix customers are bifurcated into two groups:

1. Partners who license the Genomadix Cube Open Platform to build novel genetic tests for their markets under licensing agreements.
2. Stroke and Cardiology centers within hospitals where Genomadix precision medicine tests provide rapid genetic testing to inform therapeutic decision making.

Seeking

Genomadix is seeking scale up financing to:

1. Accelerate commercialization of our recently FDA 510(k) cleared CYP2C19 genotyping test within stroke and cardiology centers.
2. Progress Open Platform licensing and royalty strategic partnerships.
3. Develop and have approved additional precision medicine tests such as Genomadix's ApoE genotyping test for Alzheimer's Disease therapeutic support, hypertension, and bladder cancer PGx testing.

Key Milestones

- Mayo Clinic has introduced our precision medicine CYP2C19 genotyping test into clinical practice for stroke care.
- In the UK, NICE has made guidance recommendations to introduce CYP2C19 testing for ALL stroke patients and recommends Genomadix CYP2C19 test as both cost effective and medically beneficial.
- Mayo Ventures has invested in Genomadix.

Top Takeaways

- 1 Late stage company with proven and validated technology in high growth but uncompetitive market space of precision genomics at the point of need.
- 2 Commercial ready with partnerships for both Genomadix Open Platform in adjacent markets (food safety & animal health) and strong momentum in stroke and cardiology.
- 3 Opportunity for liquidity event in less than two years from both M&A and/or IPO.

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GeoMate Inc.

Revolutionizing Urban Mobility with AI-Driven Mapping

Waterloo, ON geomate.ca



MARKET SIZE

\$7 million

The global HD map for autonomous vehicle market projected to grow from USD 1,365.8 million in 2021 to USD 7,009.2 million in 2028 at a CAGR of 26.3%.

IMPACT

Our firm is committed to democratizing HD map access, achieving up to a 75% cost reduction compared to current solutions, all while catalyzing the widespread adoption of safer and more efficient transportation systems.

Product Summary

GeoMate provides cutting-edge High Definition (HD) mapping solutions powered by artificial intelligence (AI) and computer vision. Our precise, cost-effective, and scalable mapping technology revolutionizes urban mobility for self-driving cars, e-scooters, e-bikes, robots, and robo-taxis. We offer accurate, real-time location data that enhances safety and efficiency. Our maps are created from aerial imagery, eliminating the need for costly fieldwork. GeoMate's mission is to transform transportation through data-driven location intelligence, making travel safer, cleaner, and more accessible for all.

Target Market

GeoMate caters to a diverse customer base encompassing autonomous vehicle (AV) manufacturers, delivery robot companies, and micromobility service providers. AV manufacturers rely on our highly detailed and accurate maps for critical control and localization functions, ensuring the safety of self-driving vehicles. Delivery robot companies use our maps to navigate urban environments efficiently and securely, enhancing their service capabilities. Micromobility providers utilize our precise location data to optimize the safety and accessibility of their e-scooter and e-bike fleets. In summary, our customers choose GeoMate for its dependable mapping solutions, enhancing the safety and efficiency of their urban mobility services and products.

Seeking

We are actively seeking strategic partners, customers, and potential investors in the U.S. to accelerate our mission of revolutionizing urban mobility through AI-driven mapping. Our goal is to secure partnerships that facilitate the integration of our mapping technology into autonomous vehicles, delivery robots, and micromobility solutions. We invite stakeholders who share our vision of safer, cleaner, and more efficient urban mobility to join us on this transformative journey.

Key Milestones

- GeoMate has achieved significant traction by onboarding a leading Tier 1 company for their on-the-road delivery robots, securing partnerships with two major e-scooter companies, and collaborating with a prominent AV simulation company.

Top Takeaways

- GeoMate is at the forefront of urban mobility innovation, leveraging AI-driven mapping technology to deliver cost-effective, highly accurate HD maps. Our ability to make HD maps up to 75% more affordable than existing solutions opens doors to widespread adoption, driving the future of safer and more efficient transportation.
- With a track record of securing major clients, including Tier 1 companies for delivery robots and e-scooter giants, GeoMate showcases its leadership and momentum in this burgeoning sector.

Representatives



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Integrated Nanotherapeutics

Making autoimmune disease history with Multi-Cargo Lipid Nanoparticles

Vancouver, BC integratedntx.com



MARKET SIZE

\$153 billion

Autoimmune disease - \$153.32 billion by 2025 [data from BioSpace]

IMPACT

Our company is working to develop 5 new therapeutics for immune diseases by 2025; with at least 1 product in clinical trial by 2026.

Product Summary

Integrated Nanotherapeutics (INT) is a preclinical stage company in Vancouver, Canada. Our differentiated multi-cargo lipid nanoparticle (LNP) technology is able to co-deliver any type of drug modality in the same particle. This unique capability enables the development of therapeutics that precisely address the root cause of immune diseases, re-programming the immune system to achieve antigen-specific immune tolerance. INT is advancing a first-in-class therapeutic program for autoimmune diseases. In addition, we are partnering with various groups to develop novel LNPs for cancers and infectious diseases.

Target Market

Our target customers are pharmaceutical companies interested or working in the area of immunology. Specifically, they are looking for innovative technology to combat autoimmune diseases, organ-transplant rejection, anti-drug antibodies or allergies.

Seeking

We are seeking strategic partnerships with companies who are looking for a first-in-class immune disease treatment. We are raising \$20M USD to take our lead product in type 1 diabetes into clinic.

Key Milestones

- INT's co-founders have contributed to 5 approved LNP drugs including the first-in-class LNP siRNA (Onpattro) and LNP mRNA vaccine (Comirnaty).
- Completed a proof-of-concept study in type 1 diabetes animal model, providing compelling data that validates our autoimmune therapeutic platform.

Top Takeaways

- 1 Well-differentiated LNP technology and therapeutic platform for autoimmune diseases;
- 2 Experienced co-founding team who has contributed to 5 approved LNP medicines;
- 3 Compelling proof-of-concept efficacy study in type 1 diabetes has set the stage for our broader assault on other autoimmune diseases.

Representatives



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Jenthera Therapeutics Inc.

Changing the paradigm in CRISPR in-vivo therapeutics

Montreal, QC

jenthera.com



MARKET SIZE

\$24.66 billion

Global Cell Therapy Market: \$24.66Bn
with an estimated CAGR of 14.15%
(Source:ResearchandMarkets), March 2023

IMPACT

The successful progression of our in-vivo CAR-T program to clinical trials, and of our oncology programs with world-leading partners will establish a new standard for CRISPR developments and shift the paradigm in CRISPR towards next-generation transformative gene editing therapeutics accessible to all.

Product Summary

Jenthera is developing groundbreaking therapeutics in oncology using its novel non-viral, non-lipid CRISPR platform circumventing the limitations of viral and liposomal delivery systems namely, precision, safety and complex/costly manufacturing. Featuring high rates of precision corrective repair and a rapid lead selection process, our platform delivers exquisitely tailored complexes for a largely extended range of tissues/targets. Amongst several oncology programs, our lead program in B-cell lymphoma unlocks a new frontier in CAR-T developments, delivering in-vivo CAR insertions largely outperforming leading systems in clinically-relevant murine models.

Target Market

Our business model focuses on establishing partnerships with pharmaceutical or biotechnology companies seeking to integrate performant novel approaches to their therapeutic developments. Our technology addresses the greatest unmet challenges in gene editing through protein engineering and provides an attractive alternative to viral or liposomal systems and their associated limitations. With a modular construction allowing to interchange its different components, our gene editing complex is highly amenable to customization as per our partners' specific therapeutic objectives and features a rapid selection process significantly shortening the lead identification phase.

Seeking

We are seeking strategic investors for our 25M\$ Series A raise as well as partners to jointly define accessible and safe curative therapeutics for patients in need. We are looking to advance our lead in-vivo CAR-T program to Phase I as well as continue building our pipeline in other areas both internally and with strategic partners. Funds will also be used to expand executive and operational teams.

Key Milestones

- In-vivo CAR-T data showed that our complex outperformed lentiviral delivery, delivering 3 times more CAR in-vivo insertions 30% faster, eradicating B-cell lymphoma in clinically-relevant murine models.
- High-profile partnerships in oncology include one with the largest U.S cancer center, the largest pediatric center in Canada and a U.S biotech company.

Top Takeaways

- 1 Jenthera has a uniquely differentiated proprietary non-viral, non-lipid approach to CRISPR delivery, solving the greatest unmet needs in gene editing today.
- 2 Our gene editing complex is rapidly manufacturable, highly effective and safe as supported by recent in-vivo clinically-relevant data in CAR-T and against solid tumor targets.
- 3 Currently, 75% of eligible CAR-T patients will not access therapy due to excessive production delays. Prohibitive costs are also preventing widespread access to life-saving treatments. Our biologics approach to CRISPR promises rapid therapy development at costs similar to current standard of care therapies allowing for the democratization of CRISPR therapeutics and ensuring universal access to the most advanced health outcomes for millions of patients.

Representatives



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Lumii Inc.

Accelerating Health Outcomes Through Real-World Data

Calgary, AB

lumii.com/

Product Summary

Lumii provides Real-World Data (RWD) platform technology & services to accelerate therapeutic development and market access. Our advanced platform can ingest virtually any type of health data with a bi-directional sharing capability.

Target Market

Our primary market is Pharmaceutical companies who require RWD to support their regulatory approvals, market access and reimbursement, and post-marketing needs. Medical Affairs, Market Access, and Evidence Generation teams within Pharma require end-to-end Integrated Evidence Generation to bring novel therapeutics to market. Lumii's platform enables the integration of multiple RWD sources (clinical, patient-reported, wearables, etc.) beyond the RCT to accelerate the full lifecycle of therapeutic development.

Seeking

Lumii is seeking opportunities to meet Pharmaceutical and Biotech companies who are seeking innovative Real-World Data solutions to accelerate their therapeutic pipeline.



MARKET SIZE

\$1.6 billion

(Coherent Market Insights)

IMPACT

Lumii can accelerate therapeutic development and market access for the unmet need of 6000+ rare diseases that have no therapy today.

Key Milestones

- Lumii has RWD programs in 12 disease areas (rare and chronic) and are collecting data in 18 countries.

Top Takeaways

Our global traction and advanced platform capabilities position Lumii to meet Industry's growing demand for decision-ready Real-World Evidence (RWE). As we look forward, there are 3 areas of focus as part of our growth strategy:

- simplifying data generation through passive data collection - EHR's and wearables devices - to create richer data and enhanced utility,
- solutions to meet the growing use of patient-reported outcomes (PROs) through linking objective data with qualitative data to enhance the impact of the patient voice in regulatory approvals and reimbursement decisions,
- remote patient and caregiver monitoring.

Representatives



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NeuroServo

instant EEG for ICU, ER, OR

Montréal, QC

neuroservo.com



MARKET SIZE

\$780 million

\$780m for ICU, \$2.1b for OR, \$91b for pathology detection as per markets and markets

IMPACT

NeuroServo is working on saving costs for hospitals by reducing the length of stay in patients in ICU/ER and post OR

Product Summary

VEEGix is a miniaturized prefrontal EEG designed specifically to be used in emergency situation in Intensive Care Units but also in ER and in the operating room. As opposed to traditional EEGs which require an EEG technician for the setup and a neurologist to interpret the data (causing a lead time of 4 hours in the best scenarios), VEEGix has been designed to be installed by nurses and provides an interpretable status of the brain within a minute.

Target Market

VEEGix is a class II medical device intended to be used in hospital settings. VEEGix is used in Intensive Care Units (as a cerebral function monitor, as a sedation monitor, as a tool to screening device), in Operating Room (anaesthesia induction monitoring), and Emergency Room (screening).

Seeking

NeuroServo has secured a preseed (\$1m CAD in 2020) a seed (\$2.2m CAD in 2023) and is preparing a series A in 2024 which will target the expansion of commercialization in the USA as well as clinical trials to produce other 510(k) on our pathology detection algorithms.

Key Milestones

- NeuroServo's solution has already been deployed in hospitals in Canada, USA, France, and Germany.
- NeuroServo closed a \$2.2m CAD seed round in June 2023.

Top Takeaways

- 1 NeuroServo has created a unique blue ocean device that combines SEDATION MONITORING (as for instance BIS from Medtronic), SEIZURE IDENTIFICATION AID (as for instance Ceribell), and CEREBRAL FUNCTION MONITOR (like traditional EEG but installable by nurses and with data immediately interpretable by physicians).
- 2 NeuroServo has secured a seed (\$2.2m CAD in June 2023) and is preparing a series A in 2024/25 which will target the expansion of commercialization in the USA as well as clinical trials to produce other 510(k) on our pathology detection algorithms.

Representatives



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Ora Medical

Revolutionizing Your Recovery Journey

Montreal, QC oramedical.ca



MARKET SIZE

\$14 billion

Rehabilitation equipment: \$14B, 6% CAGR (PR Newswire)

IMPACT

By 2025, we aim to enhance the mobility of 1,500 children with walking disabilities.

Product Summary

Ora Medical specializes in the Levity gait trainer, a cutting-edge health-tech device that harnesses body weight support technology for individuals with walking disabilities. Paired with our integrated platform, the Levity system allows precise adjustment and monitoring of weight-bearing levels, ensuring optimized rehabilitation. This blend of technology gives both patients and healthcare professionals invaluable insights, streamlining progress tracking. Our mission is to transform the landscape of mobility rehabilitation, merging technology and compassion to unlock limitless potential.

Target Market

Our primary customers are rehabilitation centers, hospitals, and physiotherapy clinics that prioritize cutting-edge solutions for mobility rehabilitation. Furthermore, individual patients and caregivers seeking advanced at-home therapy options also form a significant portion of our clientele. They choose the Levity gait trainer because of its unique body weight support technology and integrated platform, which offers personalized and efficient rehab experiences. Our product not only aids physical rehabilitation but also instills confidence in users, empowering them to reclaim their mobility and enrich their quality of life.

Seeking

Ora Medical is actively seeking to connect with CIOs from children's hospitals and potential customers in the U.S. to introduce our innovative body weight support technology. Our aim is to expand our footprint in American medical institutions, ensuring more patients benefit from our advanced rehabilitation solutions. Simultaneously, we're pursuing strategic partnerships to enhance product adoption and further our mission. To support this expansion, we're targeting a fundraising goal of \$1.5 M USD (Seed Round), which will bolster our market entry and facilitate meaningful collaborations.

Key Milestones

- Ora Medical generated \$180k USD in revenues over the past 8 months, secured purchases from 10 clinics and hospitals, and finalized agreements for two major US pilots even before our official US release.

Top Takeaways

- 1 Team of Innovators:** Ora Medical is powered by a uniquely diverse team. With expertise spanning the orthopedic industry (from clinical advisors to investors), rehabilitation (championed by our CEO), and cutting-edge engineering (driven by our CTO and COO), we possess the perfect blend of knowledge and innovation to navigate and disrupt a multifaceted market.
- 2 Champion Executioners:** Since our registration with Health Canada this past January, we've not only entered the market but have also scaled our initial sales. We're proud to be collaborating with premier children's hospitals both in Canada and the US. We don't just brainstorm ideas; we bring them to fruition and are poised for even greater expansion.
- 3 Masters of Scalability:** Our grasp on growth strategies is clear. We've teamed up with a leading children's company known for medical equipment sales in our sector and are actively engaging with three potential distributors. These collaborations are strategic steps ensuring a robust sales trajectory in the near future.

Representatives



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Swiftsure Innovations

Swiftsure provides nurses with tools that improve efficiency and patient outcomes.

Pasadena, NL swiftsure.com



MARKET SIZE

\$1.2 billion

\$1.2B USD for long term mechanically ventilated patients in the US

IMPACT

Our company seeks to decrease ventilator acquired pneumonia by 50%, resulting in \$10B in cost savings for US healthcare providers each year.

Product Summary

The SwishKit rinses deep in the oral cavity of mechanically ventilated patients while simultaneously suctioning the fluid and any particulates that were dislodged during routine oral care. It is the first and only tool to provide rinsing of the mouth for mechanically ventilated patients, allowing cleansing of areas of the oral cavity nurses could not be previously reached or visualized. This single use disposable product is adjunctive to current oral care practices and completes toothbrushing, which has been deemed an essential practice by SHEA.

Target Market

Swiftsure's customers are hospital providers, specifically ICUs. Empirical evidence demonstrates that oral care reduces length of mechanical ventilation, length of ICU stay, and antibiotic use by preventing ventilator acquired pneumonia. The SwishKit completes toothbrushing by rinsing away debris and germs that have been dislodged, removing them from the oral cavity. Swiftsure is currently building out clinical evidence to demonstrate that SwishKit improves objective patient outcomes and patient throughput, resulting in dramatic cost reduction for health care providers.

Seeking

Swiftsure's goal is to become the standard of care for mechanically ventilated patients. We are currently seeking investors for our Series A round, with the goal of closing in Q1 2024. We are eager to gain investment from a team that can leverage their industry expertise and network to create synergy required to achieve our goal of seeing the SwishKit in every ICU worldwide. We believe that the simple act of rinsing of the mouth can improve patient outcomes, antibiotic stewardship, and give critically ill patients a better chance of recovery.

Key Milestones

- First clinical study completed at the Cleveland Clinic demonstrated that the SwishKit successfully and safely rinses the oral cavity of ventilated patients.
- Nurses who used The SwishKit commented that it was easy to use, and it improved the oral health of their patients.

Top Takeaways

- 1 Swiftsure has an experienced team with a proven track record of achieving value inflection milestones in a timely and capital efficient manner.
- 2 Within 18 months of closing a \$775K pre-seed round, we have successfully achieved design freeze and transfer to manufacturing, registered our device with the FDA and completed a clinical study at a top ranked hospital.
- 3 Swiftsure has extensive patent protection, and a broad roadmap with future product lines that are complementary and adjacent.
- 4 We have expanded patient population that include subacute patients, hospice, and patients with poor oral effort coordination. Our product is complementary to current oral care devices, making us an attractive acquisition opportunity.

Representatives



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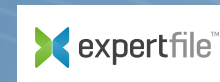
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