DeTour Sheath System

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Problem:
PAD is a Major Public Health Crisis

- Peripheral arterial disease: > 200 million persons
- ~900,000 procedures per year
- Estimated Healthcare cost ~$6 Billion per year

Class 0
Class 1
Class 2
Class 3
Class 4
Class 5
Class 6

Pain
Wound
Gangrene

Lifestyle Modification
Medications
Revascularization
Amputation & Death

Problem: Angiography Fraught with Risks

- Groin Hematoma (4.5%)
- Pseudoaneurysm (~1%)
- Closure device related (1%-7%)
- AV Fistula (~1%)
  (70% need intervention)
- Arterial Dissection (~ 7%)
- Embolization (~ 1% to 4%)
- In-situ Arterial thrombosis (~1%)
- Acute Renal Injury
  (Contrast related; ~3%)

→ Cost: ~ $40,000 per event (~$ 400 Million per year)
Current Practice: Unidirectional Sheath
Solution:
Single Access Bidirectional Sheath
# Current Landscape:

<table>
<thead>
<tr>
<th>Company</th>
<th>Product</th>
<th>Feature</th>
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<tbody>
<tr>
<td>Cordis Medical</td>
<td>Avanti/Brite Tip</td>
<td>Unidirectional access</td>
</tr>
<tr>
<td>Merit Medical</td>
<td>Prelude</td>
<td>Unidirectional access</td>
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<tr>
<td>Cook Medical</td>
<td>Ansel/Raabe</td>
<td>Unidirectional access</td>
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<tr>
<td>Terumo Medical</td>
<td>Destination FineDuo</td>
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<td>Terumo Medical</td>
<td>Dryseal</td>
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<td>Medtronic</td>
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<td>Unidirectional access</td>
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No bi/multi directional access
Market Opportunity/Size:

• Total U.S. market for PAD interventions ~ $3.4 Billion

• Targeted market ~ $1.8 Billion (53% of all procedures)

• Hepatobiliary Imaging & Treatment

• Non-Medical Uses: Plumbing, ducts
Projected Market:

• Customers:
  
  Hospitals/Health Systems
  
  Outpatient Angiography Suites/Cath labs
  
  Office based Labs (OBLs)

• End users: Vascular Surgeons
  
  Interventional Radiologists
  
  Cardiologists
  
  Interventional Pulmonologists/Nephrologists
Value Proposition:
Large Scale ↓ Interventions/Cost saving

• ↓ *Interventions* (~100,000 procedures per year)

• ↓ *Closure* devices (~$45 million savings)

• ↓ *Complications* by 50% (~$100 million savings)

• ↓ *Hospital length of stay* ~2 days (~$400 million savings)

• Overall *cost savings* for hospitals and outpatient centers (~$600-800 million per year)
Value Proposition: Seamless Integration with Current Technology

• First generation device aimed at diagnostic procedures

• Seamless integration with existing technologies (Balloons/Stents/Catheters)

• Reimbursed by existing CPT codes (currently only primary procedure reimbursed)

• Projected Sheath Cost → (~ $350 per unit)
Timeline / Funding Request:

- **Initial Prototyping** (~$10k)
- **Pilot Feasibility** (~$50k)
- **Packaged Prototype** (~$500k)
- **510k & CE Mark** (~$2.2M)

Timeline:
- 2019
  - Winter '19 to Summer '20: Enroll More Personnel
  - Seed Grants
  - HealthCare Tech Pilot
  - CBIT Pilot Grant
- 2020
  - Spring '21
  - Blavatnik Pilot
  - Blavatnik Development
- 2022
  - Spring '22
  - Angel Investors
  - SBIR Phase I
  - SBIR Phase II
  - CT Bioscience Innovation Fund
DeTour Team

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