

**COMPANY INFORMATION**

ReSuture, LLC  
12425 W Bell Rd, Suite 110  
Surprise, AZ 85378  
[www.resuture.com](http://www.resuture.com)

**Company Stage:** Early Revenue  
**Previous Capital:** \$50,000  
**Capital Seeking:** \$500,000

**USE OF FUNDS**

25% Product Development  
20% Manufacturing/Eqmt.  
35% Key Personnel Salary  
5% Legal/IP Protection  
15% Sales & Marketing

**MANAGEMENT TEAM**

**Hannah Eherenfeldt**  
*CEO & Co-Founder*  
Biomedical engineer with product development and commercialization experience.

**Benjamin Knapp**  
*COO & Co-Founder*  
Previous experience at the Bioengineering Lab at the Tulane Center for Advanced Medical Simulation.

**Dr. Christopher DuCoin**  
*Chief Surgical Advisor*  
Surgical Clerkship Director at USF.

**ADVISORY TEAM**

**Dr. Mark Mattos**  
Vascular surgeon

**Dr. Nicolas Zea**  
Vascular Surgeon

**Mitchel Willett**  
Former VP Strategy & COO of SurgiReal Products

**Chris and Mitchell Bolnick**  
Principals at the Excel Consulting Group.

**Center for Entrepreneurial Innovation**

**EXECUTIVE SUMMARY**

ReSuture gives surgical residents critical experience to enter operating rooms with the skills necessary to save patient lives. Our physical models of complex open vascular procedures provide a realistic alternative to training on-the-job, thus reducing complications that lead to high costs and patient mortality.

**PROBLEM**

Surgical trainees are no longer getting the same exposure to open surgery and 30% of graduating surgical residents reported feeling uncomfortable performing the procedures they were expected to know. Currently, the tools to give these trainees the critical practice they need are insufficient.

**OUR SOLUTION**

We have developed patent-pending artificial vasculature that can be sutured and accurately replicates the mechanical properties of human vascular tissue. Our system can provide fluid flow through this artificial vasculature and we are able to replicate a wide range of vascular surgical procedures in a compact system. Our product trains future surgeons in specific procedures, rather than broad skills, so they can be prepared to enter the operating room.

**MARKET OPPORTUNITY**

Medical simulation is a \$2.6B total addressable market, with \$360M in surgical simulation. All medical schools in the US have simulation centers, and 97% of surgical residents use simulation training. The market is currently growing with a CAGR of 14.9% due to increased focus on patient safety and the proven benefits of simulation training. We will sell our simulation systems with replacement vasculature and accessories in a razor-blade model. Once we establish ourselves in vascular surgery simulation, we can expand and use our materials to simulate procedures in a wide variety of disciplines, beginning with trauma and bariatric surgeries.

**COMPETITIVE LANDSCAPE & ADVANTAGE**

Porcine and cadaver labs are the current standard of training; however, they are cost prohibitive and lack the realism of a surgical operation. The current vascular surgical training systems, produced by 3D Med and the Chamberlain Group, are too simplistic and focus on basic surgical skills rather than procedural practice. With our ability to replicate both healthy and diseased vasculature with integrated fluid flow, we provide training with more value than cadaver or porcine labs. Additionally, we can eliminate costs associated with the regulation and upkeep of these labs. With a pending patent, we will be able to protect our competitive edge in the market.

**TRACTION & COMMERCIALIZATION STRATEGY**

We have secured the Tulane Center for Advanced Medical Simulation as our first customer. Data from our pilot programs at Louisiana State University School of Health Sciences and University of Tennessee HSC show an average 20% increase in procedural confidence among residents trained on our products. Reception to our system has been overwhelmingly positive and we have been able to engage with potential industry partners, such as W.L. Gore. We plan to commercialize our product by attending healthcare simulation and surgical conferences, as well as partnering with medical device and surgical robot companies. We expect to launch two more products by the end of 2020 - allowing our customers to simulate multiple procedures all in the same system. Our eventual goal is to also sell to medical education programs run by medical device companies such as J&J and Medtronic.