

Entrepreneurial ID «venture leaders» 2010



Name: Rémi Charrier

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Project/ Company name: StereoTools SàRL

Short description: StereoTools provides miniatures guides for the future of brain surgery.

Web site: <http://www.stereotools.com>

Industry: MedTech

The Start-up

Status : StereoTools SàRL created in May 2009

Company / team size: 5

Product / service: Guides for brain surgery adapted to the evolution of imaging and surgery techniques

Target customers: Hospitals, public and private, with neurosurgery department (CHUV-Lausanne, HUG-Geneva)

Financing: Currently self financed and supported by many institutions and organisations. In 2010-2011: funds raising with Angels or VCs, we will need 12 millions in several rounds

Growth objectives: In 5 years we want to have established a sufficient distribution network in Europe in order to have 10% of the market. At this time StereoTools will have 15 employees and generate around CHF 30 Millions of revenues.

US objectives: - Feedbacks from experienced people on our strategy of development

- Contact with potential partners for development and distribution

- Training/coaching to become a successful CEO



Description: The StereoPod is a guide for brain surgery allowing performing biopsy or deep brain stimulators (DBS) implantation. It is composed of a basic kit containing reusable elements and a set of consumables. It is protected by 1 PCT filed in Nov. 2008 and 2 others patents are in preparation.

The market potential for this kind of device is equally shared between Europe, the US and the rest of the world and represents today a CHF 900 Millions market. However the World Health Organisation foresees that it is going to double in the next decades based on the success of

DBS.

Main competitors: stereotactic frames manufacturers, this is a 50 years old technology, very accurate, but that is not adapted to what is appearing today in the operation rooms: intra operative MRI. This kind of device allow real time imaging of soft tissues during surgery which represents a major step forward for the safety of the patient and the quality of the treatment. New competitors try to enter the market,

but their solutions do not answer basic needs: accuracy, ease to use and low pricing.

Differentiation with competition: use of an external calibration device that reproduces the position of the target in relation to the StereoPods frame. This allows calibrating a miniature guide with high accuracy. The small size of our device allows us to make it fully MRI compatible, to perform bilateral simultaneous procedures and to adapt it to all skulls' shape, which eases children surgery.

Therefore **StereoTools proposes the first guide for the future of brain surgery.**



The venture leader (and his team)

Rémi Charrier is a computer science engineer with 5 years of international experience in medical technologies in the US, in France and in Switzerland. He worked as R&D project manager for several organisations: CaddLab/Kitware, Theralys/Biolmaging, the French Agency against Myopathy in Paris, the CIBM in Lausanne and the EPFL.

His willing to become an entrepreneur has emerged during his work in research centres; he realized most of the researchers in the medical domains are not ready to make the necessary efforts to bring their innovation into the hands of the final customers, which is a real loss for the whole community. Being able to take the lead of an R&D project to transform it into a sustainable company in collaboration with amazing people is one of the best challenges he faced in his life.

4 others key people are involved in this venture:

- Dr. Claudio Pollo, senior neurosurgeon at the CHUV, co-founder of StereoTools SàRL
- Prof. Jean-Philippe Thiran, professor of signal and image processing at EPFL, co-founder of StereoTools SàRL.
- David Haag, mechanical engineer from HE-Arc St-Imier
- Henri Monin, quality engineer with 4 years of experience in quality and risk management

The foundations of StereoTools are now in place, this team is working under the supervision of Rémi Charrier in order to finalize the development of the product and bring it to the market.