

Entrepreneurial ID «venture leaders» 2010



Name: Arik Zucker
Contact: arik.zucker@qvanteq.com
Project/ Company name: Qstent / Qvanteq AG
Short description: Novel Coronary Stent Technology
Web site: www.qvanteq.com
Industry: Medtech

Qvanteq
smart medical technology.

The Start-up	
Status: Founded in 2009 (ETH Spin-off), business plan finalized, about to close first financing round. Functional model developed (ETH & USZ). Team ready for project start.	Company / team size: currently 2 (founders), 1 additional (development) to be hired
Product / service: The Qstent , a clinically superior alternative to today's available coronary stents against heart attacks	
Target customers: Interventional cardiologists are the thought leaders in the purchasing process. Hospitals and health insurance companies have an important (and differing from country to country) say in the purchasing decision.	
Financing: 1 st financing round with private, entrepreneurial investors to conclude PoC in animals	
Growth objectives: Capturing up to 5% of the total coronary market 5 years after market introduction. Head count at this time will be 4 - 6 (mainly covering product and business development with appropriate industry/distribution partners).	
US objectives:	
<ul style="list-style-type: none"> - Extending and reinforcing professional network to the US (one of the biggest market for coronary stents) - Getting valuable input from (start up) experts for Qvanteq's strategic approach - Learning from other start up companies about their problem solving approach as there are a lot of generic challenges 	
<p>Description: Coronary stenting (inserting small metal mesh tubes into heart vessels) is a minimally invasive procedure and replaces bypass surgery.</p> <p>The market potential in 2008 of 7.7bn USD (4.5m units) shows double digit growth and is dominated by few large players. The market is adopting new technologies quickly and is still seeking for better products than the ones that are currently available.</p> <p>Qvanteq's Qstent aims at showing clinical superiority through significantly accelerated in-growth, which is generally believed to minimize the adverse events associated with current stents: general inflammatory tissue reactions, thrombus formation through delayed and incomplete stent in-growth as well as re-narrowing of the artery.</p> <p>The scientific concept was extensively discussed with subject matter experts at the USZ, ETH and further experts (i.e. industry). Qvanteq got very positive feedback and was ensured support, in particular also for the PoC animal studies.</p>	



The venture leader (and his team)
<p>The Qvanteq team brings extensive and relevant experience in the stent, medtech and biotech markets from both larger corporations as well as start-ups:</p> <p>Arik Zucker, CEO and founder: I have not only a vision for a product as such, but also the necessary courage, conviction and expertise, coupled with a strong complementary network to convert my vision into a sustainable business</p> <ul style="list-style-type: none"> • After having built-up a solid theoretical scientific background (MSc ETH Physics) I pursued a successful >7 years international job career in the field of medical technology (stents as well as other medical devices) through all the practical facets from product development (engineering) to worldwide product launches (marketing) as well as product life cycle management. • Enjoying working in teams with the ability to communicate and relate to individuals at all levels I developed strong leadership and people management skills and I have earned a reputation of successfully co-ordinating team members towards a common goal. I have the ability to identify the right / complementary team members. <p>Armin Mäder, CFO and co-founder holds a finance focused MBA from IMD Lausanne and a PhD in Molecular Biology and Biophysics from ETH Zurich, and was the CFO of the successful biotech start-up Company AC Immune SA in Lausanne, Switzerland, where he successfully completed a major financing round and a USD 300+ Mio licensing deal.</p>