

SurgiVance Inc.
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New York, NY 10065



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https://calendly.com/laser_beam/

Company website: surgivance.com
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Industry: Medical device,
diagnostic

Management

Executive Leadership

- * Daniel Gareau, OHSU PhD in Biophotonics, M.S. from Rockefeller in Translational Research, CEO & Founder
- * Jason Hawkes, U. of Utah MD in Dermatology, M.S. from Rockefeller in Translational Research, CMO
- * Jaroslav Rakos, MS, AI/ML Operations.
- * Jon Beck, C.P.A.

Board

- * Stan Schwartz, Sr. Advisor, Nikon, US lead for ANSI/ISO standards for microscopy
- * Anna Bar, Board Member: American Society for Dermatologic Surgery

Number of Employees: 3

Finance

Auditor: Kevin Lehan, Jameson & Company, LLC

Financing: Angel Investors / Mohs Surgeons / + lead investor totaling \$246,500 in SAFE. \$2,792,000 in SBIR.

Financing Sought: \$1-2M R&D and SG&A operating costs Collect Data for FDA submission.

Legal

Corporate: Lindsey S. Mignano, Smith Shapourian Mignano PC

IP: George Likourezos, Carter, DeLuca & Farrell LLP

Business Description/Company Background:

SurgiVance was founded 2015 to develop an advanced surgical pathology solution (SPS), based on **visual transformation** of confocal micrographs' rapid, cellular resolution into an intuitive style, and based on a new, **solid-state imager** which would become repeatable in 2022.

Market Opportunity/Unmet Need:

30,000,000 biopsies detect 5,000,000 cancers/year in the USA. These cancers are best treated with curative surgery as defined by *clear surgical margins as assessed with pathology*. SurgiVance will enter research markets and the margin screening market to support 1,000,000 US dermatologic Mohs surgeries/year. Mohs is the best skin cancer cure but not always performed, in large part because pathology is costly, time consuming, and tedious. SPS will provide rapid, lab-quality, patent-protected, digital pathology to enhance surgeon productivity and patient experience. SPS workflow efficiency can improve the practice and make it more profitable, two unmet needs.

SPS is direct-to-digital and positioned to scale up throughout general pathology, globally, to meet the broad need to expedite and advance imaging pathology.

Products/Services – Launched & Pipeline:

Visually intuitive pathology software will make pathology services fast, digital, 3D and non-destructive compared to the slow, analog, 2D, destructive current standard. Dermatologists and surgeons will use SurgiVance to improve treatments, treat more patients, reduce provider fatigue and increase practice profitability, and pathologists will also use SPS to speed their workflow.

Commercial / Technical Milestones:

- 3) NIH 1R43CA235915 Advanced Surgical Pathology Device 2019
- 2) NSF 2126919 Digitizing the Pathologist in the O.R. 2022
- 1) NIH 3R43CA235915 Advanced Surgical Pathology Device 2023
- 0) **We are manufacturing our medical device at present**
- 1) First research use sales of software (2024) and hardware (2025)
- 2) FDA clearance for market entry in dermatologic surgery 2027
- 3) Improved resolution from 1.2 microns to 0.27 microns
- 4) FDA clearances: dermatopathological and other diagnoses

Intellectual Property: US 11,391,936 Line-scanning, sample-scanning, multimodal confocal microscope is the preferred direct-to-digital hardware embodiment. US 10,001,635 - Rapid confocal microscopy to support surgical procedures is the conduit to translation through visual intuition when clinicians are given further depth of vision in their visual language.

Competition / Competitive Advantages / Customer Benefits:

Competing "direct-to-digital," or "slide-free" pathology imaging technologies Exist in research markets. They all lack the speed, simplicity, or intuitive histology AI visualization that SPS has to address clinical market need.

Financial Projections (Unaudited):

	2025	2026	2027	2028	2029	2030
Revenue	\$ 709,593	\$ 1,728,779	\$ 13,122,268	\$ 55,331,919	\$ 172,143,432	\$ 290,289,362
Gross Profit	\$ 422,519	\$ 1,035,556	\$ 7,827,457	\$ 32,810,596	\$ 96,652,512	\$ 158,979,700
Gross Margin	\$ (8,114)	\$ (1,849,685)	\$ (1,165,086)	\$ 9,548,903	\$ 36,741,109	\$ 62,018,263

Potential 2027 exit by partnership with Leica, Zeiss, Olympus or Nikon, etc. or Welch Allyn, GE, Stryker, etc.