

Shekel Scales Ltd

www.shekel.cn

Company at a Glance:

Shekel Scales Ltd., established in 1977, is a worldwide leader in the design and manufacture of electronic scales, advance weighing systems, and force measurement applications. Since its inception, Shekel has grown steadily to establish its position as a significant innovation leader in the market. Shekel's outstanding combination of sophisticated software and core weighing engineering technology enables the company to offer creative solutions for a wide range of OEM weighing needs. Shekel implements strict quality control management to ensure the highest standards of its products.

Shekel's Healthweigh® line is a top tier line of digital electronic professional medical scales. The Healthweigh® products yield very high precision results, and are designed to be user friendly. Shekel's systems were the first in the world to be integrated into warmers and incubators used to sustain premature babies.

Shekel Scales headquarters are situated in Israel. Shekel (Ningbo) Scales factory, established in 2011 as a wholly owned subsidiary, serves as a production facility for Shekel products. The company also has an office in the US.

Technology & Product:

Shekel Healthweigh® offers a wide range of high quality digital healthcare scales with unique innovative designs. All scales connect to EHR systems so weighing information can be communicated to the patient's medical records. Advanced movement compensation technology eliminates involuntary movement made during the weighing process and ensures exact weighing information.

Healthweigh® Physician Scales provide a reliable weighing system for medical centers, clinics, hospitals, fitness centers and the home.

Healthweigh® Special Needs scales respond to the needs of diverse medical sectors. This range is extremely user oriented, comfortable, easy to use and operate and most importantly – perfectly safe.

Healthweigh® Neonatal Scale is ergonomically designed for the newborn and growing baby.

All scales are OIML approved.

Category, Sub-category & Therapeutic Area(s)	
Category:	Medical Devices; Healthcare IT; Others (Industrial use / OEM)
Sub-category:	Medical Equipment; Telemedicine; EHR; Hospital Units/Clinics; SW and HW
Therapeutic Area(s):	General Health
Company Status:	Revenue Growth



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EnzySurge

EnzySurge provides proprietary innovative solutions for the global wound care market. Our products are designed to treat chronic wounds and burns and to promote natural wound healing processes. The products are aimed for outpatient, long term and homecare settings. EnzySurge's First product, SilverStream® (Qurion) is distributed in USA, India, Kenya, Nigeria, Turkey and Israel with more than **7,000 successfully treated patients**.

SilverStream® (Qurion™ brand in India) is a novel, patented chronic wound management solution, combining silver ions, menthol, glycerol and a surfactant, dissolved in a hypertonic solution. The high concentration of the hygroscopic glycerol provides hydrogel effects. SilverStream® formulation effectively cleans, moisturizes and soothes chronic and hard to treat wounds and burns. Its antibacterial property is more effective than silver particles/nanoparticles containing products, with unique four different mechanisms of action. One of its most advantageous functions is destroying **biofilm**, which exists in 95% of chronic wounds and is the main cause for wound healing prevention. The unique and synergistic combination of silver ions and menthol enable to reduce the silver ions to a low concentration level, well below the cytotoxic threshold, while menthol also promotes the granulation tissue growth through vasodilatation & minor irritation.

SilverStream® is cleared as a medical device by the **US FDA**, the **India CDSCO**, **Kenya PPB**, **Nigeria NAFDAC** and the **Israeli MOH** for the treatment of stage I-IV pressure ulcers, stasis ulcers, diabetic foot ulcers, post-surgical wounds and first and second degree burns, cuts abrasions and minor skin irritations.

Categories

Medical device:
Therapeutic Area:
Status:

Medical Device, Disposable
Wound Management
Initial Revenues

INSIGHTEC

Insightec

Company at a Glance:

InSightec is the global leader in replacing major surgeries with non-invasive treatment. InSightec developed a product called ExAblate that utilizes MR guided Focused Ultrasound Surgery (MRgFUS) to provide cost-saving therapeutic alternatives to millions of patients with various serious diseases.

InSightec technology is the only focused ultrasound product that is FDA approved. It is installed in 130 prestigious hospitals around the globe, and used to treat many thousands of patients that suffered from uterine fibroids, adenomyosis, bone metastasis, benign bone tumors, facet pain, essential tremor, and tremor dominant Parkinson and neuropathic pain. Research is on its way to expand the use of ExAblate to prostate cancer, breast tumors, liver tumors, brain tumors and other indications.

Technologies/ Products/ Services

MR guided Focused Ultrasound Surgery (MRgFUS) technology combines two technologies:

- (1) Focused Ultra Sound (FUS) beam which heats and destroys targeted tissue non-invasively while not affecting non targeted tissue at all
- (2) Magnetic Resonance imaging system (MR) which visualizes patient anatomy, and controls the treatment by continuously monitoring the heating effect using thermal imaging.

Categories

Medical Devices: Medical equipment

Therapeutic Area: Women Health, Oncology and Neurosurgery.

Status: Revenue Growth

AINVESTMENT HIGHLIGHTS

- Primary focus on expansion of assay systems in the Near Patient Testing industry
- Multi-product, revenue generating Business
- Proprietary technologies and Content
- Highly experienced management Team

MANAGEMENT TEAM

Moshe Golan MSc EM. MBA

President , CEO

- A multi discipline manager with 40 years experience in different positions and professions.

Dr. Zeev Karpas

Chief Technical Officer

- Ph.D in Analytical Chemistry, a world wide expert in IMS. Founder of the company

Alan Jernigan

Chief Commercial Officer—VP/GM

- Former CCO, VP/GM One Lambda, Abbott Labs, Idexx Labs, IGEN; Consultant to: Cholestech, Biosite, I-Stat

Dr. Avi Lorber (Late)

- *Analytical Chemist, Founder.*

1 Point-of-Care testing market set to reach \$25B by 2013. 2010, *Radisens diagnostics*. Retrieved January 31, 2011, from

<http://www.radisens.com/2010/05/point-of-care-testing-market-set-to-reach-25bn-by-2013>

COMPANY OVERVIEW

3QBD Ltd. is a global provider of Near Patient Testing systems and advanced diagnostic solutions. The company is improving patient care by providing the medical community with rapid and reliable information at the point of care (POC), delivering patient information when and where it is needed most.

HISTORY

3QBD Ltd. was founded in 2000 by two world renown researchers in the field of analytical chemistry, Dr. Zeep Karpas and Dr. Avaraham Lorber.

3QBD Ltd. has invested to date over \$4.5M to develop the technology and proof of concept. This technology will help take advantage of current market opportunities by consolidating products and technologies to create a company dedicated to improving patient outcomes and healthcare economics via decentralized molecular diagnostics. The company is developing a roll-out strategy that serves as the foundation for strategic molecular POC diagnostics.

POINT OF CARE OPPORTUNITY

The POC testing market is set to reach \$22.5 billion by 2013 and is growing in all major segments: hospitals, ambulatory care settings, physician offices and the home. The market is forecasted to grow at a 10.9% average annual growth rate.¹

The 3QBD Molecular VG Test and platform is targeted for Women's Health professionals (physician offices and Central/Public Health Labs) providing rapid, easy to use, complete vaginal infection diagnostic picture for accurate treatment.

- Proven Razor/Razor-Blade business model
- Hybrid sales force (a few direct sales people & strategic distribution channel partners)
- Reagent Rental Programs, Lease, Cash sales of instrument

3QBD Ltd. is building long term select distribution channel partnerships worldwide to provide diverse POC solutions needed in hospitals, ambulatory care settings, physician offices and the home.

KEY MILESTONES

- \$4.6M invested to develop technology
- Four successful tests developed
- Proven business model
- World renown scientific advisory board
- Highly experienced management Team in the Point of Care molecular sector
- Straightforward regulatory pathway for CE/FDA approvals
- Reimbursement thru CMS & Thrid party payor's already in place
- Vendors/Suppliers already in place

FUNDING NEEDS

The Company seeks \$3.5 million in equity funding to:

- Ramp up production/manufacturing
 - Add additional key infrastructure headcount
 - Expand development activities through the hiring of additional chemists, testing, & validation
 - FDA/CE mark filing & clearance
- CONTACT INFORMATION**

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VISION

3QBD is positioned to rapidly become a top tier global molecular Point of Care diagnostic leader by providing a wide array of unique testing solutions. The company has created a suite of improved systems (devices & reagents) via internal development and partnerships.

PRODUCTS

The company develops, manufactures, and distributes products in the following market segments:

- Vaginal Infection Diagnosis
 - One minute point of care molecular diagnostic test--
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VG-Test
 - Detects whether an infection is indeed present and if so, classifies it as vaginosis, candidiasis , or trichomoniasis
- Genital infections in domestic livestock
 - One minute point of care molecular diagnostic test--
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 - Diagnosis of subclinical conditions that affect reproduction

Customer Requirements

- Improved systems (sample collection, devices, & reagents)
- Comprehensive menu
- Quicker turnaround time for molecular tests
- Less hands on time
- Connectivity
- More diagnostic information from a single sample & platform