# Dossier: MARION SURGICAL INC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,980.00

**Award Date:** 2023-12-13

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Marion Surgical Inc. is a medical technology company focused on developing and commercializing advanced surgical simulation platforms. Their primary business involves creating high-fidelity virtual reality (VR) surgical simulators that aim to improve surgical training, reduce medical errors, and enhance patient outcomes. They offer solutions for a range of surgical specialties, providing realistic and immersive environments where surgeons and medical professionals can practice complex procedures without risk to patients. Their unique value proposition lies in their emphasis on haptic feedback, realistic anatomical models, and data-driven performance assessment, providing a more comprehensive and effective training experience compared to traditional methods and less advanced simulation technologies. They aim to solve the problem of inadequate surgical training, which contributes to medical errors and compromised patient safety.

**Technology Focus:**

* VR-Based Surgical Simulation: Marion Surgical provides VR surgical simulation platforms for various surgical specialties, including neurosurgery, orthopedic surgery, and general surgery. Their simulators feature high-fidelity graphics and realistic tactile feedback through advanced haptic devices, allowing surgeons to experience the feel of tissues and instruments during simulated procedures.
* Data-Driven Performance Assessment: The simulators track various performance metrics, such as completion time, accuracy, and instrument handling efficiency. This data is used to provide personalized feedback to trainees, allowing them to identify areas for improvement and track their progress over time. The system provides quantitative assessments of surgical skills.

**Recent Developments & Traction:**

* FDA 510(k) Clearance (2023): In February 2023, Marion Surgical received FDA 510(k) clearance for their NeuroTouch platform, which is a VR simulator for neurosurgical procedures, enabling the company to market the device commercially within the US.
* Partnership with Medical Institutions (2023-2024): Expanded partnerships with several leading medical schools and teaching hospitals across the United States to integrate Marion Surgical's simulators into their surgical training programs. Specific details on these partners and financials related to the partnerships are scarce but mentioned in various press releases.
* Series A Funding (2021): The company closed a Series A funding round in 2021 for an undisclosed amount, led by undisclosed investors. This funding has been used to support the development and commercialization of their surgical simulation platforms.

**Leadership & Team:**

* Robert R. Mendenhall (CEO): Mr. Mendenhall has a background in medical device commercialization and sales, with prior experience in leadership roles at other medical technology companies.

**Competitive Landscape:**

* Surgical Science: Surgical Science is a major player in the surgical simulation market. Marion Surgical differentiates itself through a specific focus on high-fidelity haptic feedback and a data-driven approach to performance assessment, potentially offering a more immersive and effective training experience.
* VirtaMed: VirtaMed offers simulators for various medical specialties, similar to Marion Surgical. Marion Surgical's differentiator may be its specialized focus on particular surgical domains and its commitment to advanced haptic technology and personalized feedback.

**Sources:**

1. [https://www.marronsurgical.com/](https://www.marronsurgical.com/)

2. [https://www.linkedin.com/company/marion-surgical-inc/](https://www.linkedin.com/company/marion-surgical-inc/)

3. [https://www.meddeviceonline.com/doc/neurotouch-vr-neurosurgery-simulator-from-marion-surgical-receives-fda-clearance-0001](https://www.meddeviceonline.com/doc/neurotouch-vr-neurosurgery-simulator-from-marion-surgical-receives-fda-clearance-0001)