# Dossier: SONIVATE MEDICAL, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,886.00

**Award Date:** 2022-11-01

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Sonivate Medical, Inc. is a privately held, US-based medical device company focused on revolutionizing ultrasound imaging through miniaturization and automation. Its primary business is the development and commercialization of handheld, connected ultrasound devices that can be operated with minimal training, enabling wider access to diagnostic imaging at the point of care, in remote locations, and in austere environments. Sonivate aims to solve the critical problem of limited ultrasound accessibility due to the high cost, size, complexity, and specialized training requirements associated with traditional ultrasound systems. Their unique value proposition lies in providing a compact, AI-powered ultrasound solution that empowers non-specialist healthcare providers to perform reliable and efficient diagnostic imaging, thereby improving patient outcomes and reducing healthcare costs, especially in scenarios where access to trained sonographers and large equipment is limited or impossible.

**Technology Focus:**

* Handheld Ultrasound Device: Sonivate’s core product is a wireless, handheld ultrasound probe that connects to a mobile device (e.g., smartphone or tablet).
* AI-Powered Guidance: The device leverages artificial intelligence algorithms for image optimization, automated measurements, and guided image acquisition, simplifying the process for novice users and improving diagnostic accuracy.

**Recent Developments & Traction:**

* $3.1M Seed Funding Round (November 2021):\*\* Closed a $3.1 million seed funding round led by Portfolia Femtech Fund, with participation from Crosslink Capital and the University of Michigan's Social Venture Fund, to accelerate product development and commercialization efforts.
* FDA Clearance (Ongoing Pursuit):\*\* Actively pursuing FDA clearance for its handheld ultrasound device and associated AI software. Public announcements indicate continued progress on regulatory approvals.
* Partnerships (Unspecified):\*\* Company mentions collaborations but the specific entities and details are not publicly available.

**Leadership & Team:**

Information on leadership is limited through available sources. Public information indicates the presence of co-founders but details on specific roles and prior experience remain generally inaccessible.

**Competitive Landscape:**

Butterfly Network and Philips Lumify represent key competitors in the handheld ultrasound space. Sonivate's key differentiator is believed to be its heavier reliance on AI-driven automation and image guidance, aiming for usability by minimally trained operators, whereas other solutions might require a greater level of sonography expertise.

**Sources:**

1. Crunchbase: [https://www.crunchbase.com/organization/sonivate-medical](https://www.crunchbase.com/organization/sonivate-medical)

2. "Med-tech startup Sonivate raises $3.1M seed round": [https://www.mlive.com/news/ann-arbor/2021/11/med-tech-startup-sonivate-raises-31m-seed-round.html](https://www.mlive.com/news/ann-arbor/2021/11/med-tech-startup-sonivate-raises-31m-seed-round.html)

3. University of Michigan - Social Venture Fund: [https://socialventurefund.umich.edu/sonivate-medical-inc](https://socialventurefund.umich.edu/sonivate-medical-inc)