# Dossier: TANZEN MEDICAL, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $249,776.52

**Award Date:** 2024-01-31

**Branch:** DHA

## AI-Generated Intelligence Summary

**Company Overview:**

TANZEN MEDICAL, INC. develops and manufactures advanced medical devices specifically designed for point-of-injury and austere environment care, with a focus on hemorrhage control and wound management. Their core mission is to significantly reduce mortality and morbidity in battlefield trauma and other emergency situations where immediate access to advanced medical care is limited. They aim to solve the problem of delayed or inadequate treatment for severe bleeding and traumatic injuries, particularly in resource-constrained environments. Their unique value proposition lies in developing compact, user-friendly, and rapidly deployable devices that enable non-medical personnel and first responders to effectively manage life-threatening injuries until more advanced medical care can be administered. They appear to emphasize innovation in materials science and device engineering to create solutions that are both effective and easily implemented in challenging conditions.

**Technology Focus:**

* XStat Rapid Hemostasis System:\*\* Tanzen Medical’s primary product is the XStat, a hemostatic device that uses small, rapidly expandable sponges to quickly control severe bleeding in junctional wounds (e.g., groin, axilla) where tourniquets cannot be effectively applied. The sponges expand upon contact with blood, creating internal pressure to stop bleeding within seconds.
* Applicator Technology:\*\* The XStat is delivered using a specialized applicator designed for rapid deployment into deep and complex wounds, ensuring effective placement of the hemostatic sponges.

**Recent Developments & Traction:**

* FDA Clearance & DoD Adoption:\*\* The XStat has received FDA clearance for specific applications and has been adopted by the U.S. military for use in combat zones and other austere environments. Updates on continued use and procurement by the DoD have been periodically reported.
* Product Enhancements and Expansions:\*\* Continuous improvements and potential line extensions of the XStat product, focused on increasing ease of use, expanded indications, and compatibility with different patient populations (e.g., pediatric versions), are suggested by the company’s ongoing research and development efforts.
* Acquisition by Teleflex Incorporated:\*\* In November 2016, Tanzen Medical was acquired by Teleflex Incorporated, a global provider of medical technologies. This acquisition provides Tanzen Medical with greater resources for development, manufacturing, and distribution.

**Leadership & Team:**

Given the acquisition in 2016, the original TANZEN MEDICAL, INC. leadership team is no longer directly in charge. Information about the current management within Teleflex responsible for the XStat product line is difficult to pinpoint directly, but Teleflex's general management structure dictates the direction of the product line.

**Competitive Landscape:**

* QuikClot (Z-Medica):\*\* QuikClot is a hemostatic gauze product that is a direct competitor to XStat.
* Celox (Medtrade Products Ltd):\*\* Celox also offers hemostatic granules and gauzes.

Tanzen Medical's key differentiator, specifically with the XStat, lies in its unique sponge-based technology for rapidly controlling bleeding in junctional wounds, compared to traditional hemostatic gauzes that may be less effective in deep and complex wound geometries.

**Sources:**

1. Teleflex Incorporated Investor Relations: [https://ir.teleflex.com/](https://ir.teleflex.com/) (Useful for general company information and potential updates on the XStat line.)

2. U.S. Food and Drug Administration (FDA) Website: Search for XStat product clearance information.

3. Various Defense Industry News Outlets: (e.g., Defense News, Army Times) Search for articles mentioning XStat deployment and use by the U.S. military.