



MAINTAINING BRAIN PERFUSION IN ANESTHESIA.

COMPANY

SectorDev Medical Engineering GmbH (est. 2017), a daughter company of SectorCon Ingenieurgesellschaft mbH (est. 1992), is focused on the development of non-invasive and wireless medical measurement technology.

PRODUCT

ConCardiac AIR: MDR class 2 medical device (sensor) and software

INVESTMENT OPPORTUNITY

1.5 Mio EUR for company shares + 3.5 Mio EUR for R&D (milestone 1, certification + feasibility study)

USE OF FUNDS

Prototype development for MDR certification, clinical validation study with the prototypes

MANAGEMENT TEAM

Roland Kopetsch



Founder, CEO

- Aerospace engineer
- Entrepreneur since 1992
- Founder and CEO of SectorCon

Prof. Sascha Treskatsch, MD



Scientific Advisor, clinical validation



- Anaesthesiologist
- Director of clinic for anaesthesiology and emergency medicine at Charité Campus Benjamin Franklin
- National Representative of European Association of Cardiothoracic Anaesthesiology and Intensive Care

CURRENT PRODUCT STATUS

Demonstrators developed and tested clinically.

MILESTONES

2024 – 2027: CE certification, clinical feasibility study

M1

2028 – 2031: Demonstration of clinical benefit (multicenter study) and set-up of production

M2

2032 ff: Preparation of market entry and product roll-out

CHALLENGE

- 10% of patients undergoing surgery experience perioperative complications, leading to prolonged hospital stays, ICU care and ~ 200 B EUR extra health care cost in the EU in 2019.
- Complications are caused by inadequate organ perfusion during anesthesia - especially brain perfusion.
- Problem will worsen with demographic change.

SOLUTION

Providing a non-invasive system for perioperative continuous brain perfusion tracking for the anesthesiologist: Increased patient safety by avoidance of delir and other complications



Resource- and energy-efficient data acquisition and processing via piezo-electric sensor:

- AI On-Sensor / Edge / Cloud/ Smart-Low-Energy
- Wireless ad hoc connectivity, 6G transmission to high performance cloud infrastructure
- Calculating autoregulation index CoX and providing real-time decision support

MARKET

Hospitals with ICU

First target market: Germany, # of LII/LIII (U) hospitals in Germany in 2020: 425

Other markets: Austria, Switzerland, France, United States

REVENUE MODEL

- Yearly subscription of 10 k € per system for ~ 7 systems per hospital
- fee-per use for selected markets
- Additional revenue from set-up, training + service

COMPETITIVE ADVANTAGE

- 1st-in-class system for non-invasive CoX monitoring
- Ad hoc connectivity, no hospital cloud infrastructure needed

PARTNERING

